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# 1992 GOVERNMENT RELATIONS SURVEY

## MANUFACTURERS' EDITION

Prepared for the Membership by the Government Relations
Committee of the American Hardware Manufacturers Association

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# 1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

## ■ GENERAL AND BUSINESS DATA

1. Product line(s) manufactured by your firm:

| | |
|---|---|
| 11.9 Building Materials | 19.8 Lawn & Garden |
| 33.7 Hardware | 14.9 Plumbing & Electrical |
| 26.7 Hand & Power Tools | 13.4 Paint & Sundries |
| 6.9 Automotive, Toys & Sport | 10.9 Housewares |

2. Annual volume of those product lines indicated above:

| | |
|---|---|
| 25.3 Under $5 million | 14.1 $25-$50 million |
| 19.7 $5-$10 million | 22.7 Over $50 million |
| 18.2 $10-$25 million | |

3. Number of employees:

| | |
|---|---|
| 45.0 Under 100 | 10.4 Over 1,000 |
| 37.6 100-500 | 1.4 % of employees who are part-time (e.g., less than 25 hours/week) |
| 6.9 500-1,000 | |

4. Union status:

- 14.9 Unionized
- 18.8 Partially unionized
- 66.3 No union

5. Do you have plans to increase the number of new employees in 1992?

43.7 Yes 56.3 No

If "yes," what percentage increase? 11.5 %

6. Does your company foresee an increase in direct employee wage costs in 1992?

87.5 Yes 12.5 No

If "yes," what percentage increase? 4.8 %

7. What percentage of employee expense is attributed to indirect costs?

- Health benefits 19.7 %
- Pensions 7.6 %
- Other 14.0 %

## ■ GENERAL AND BUSINESS DATA (Continued)

8. Does your firm expect an increase in unit sales in 1992?

87.4 Yes 12.6 No

If "yes," estimate percentage of increase 13.4 %

9. Does your firm expect an increase in dollar sales volume in 1992?

90.4 Yes 9.6 No

If "yes," estimate percentage of increase 14.3 %

10. Does your firm plan to increase plant and equipment purchases in 1992?

48.2 Yes 51.8 No

If "yes," by what percentage of sales volume? 7.2 %

11. Does your firm plan to expand its physical plant in 1992?

15.7 Yes 84.3 No

12. Please enter your forecast for 1992 for the following economic indices (on a 12-month average basis) by percentage:

3.9 % Inflation

2.5 % Gross National Product

6.6 % Unemployment

7.6 % Prime Interest Rate

## ■ TAX POLICY

13. Please rank the following issues in their order of importance to you (Number 1-most important, Number 7-least important. Use each number only once):

1 Restore investment tax credit

3 Restore accelerated depreciation

7 Eliminate current alternative minimum tax

5 Restore IRA deduction

2 Capital gains tax reduction

4 Cut middle class individual tax rates

6 Expand R&D credit

## ■ TAX POLICY (Continued)

14. Do you believe the 1990 budget agreement should be discarded for a pro-growth business oriented tax incentive budget?

73.1 Yes 26.9 No

15. Would you trade a reduction in military spending (peace dividend) for business-related tax incentives (e.g., investment tax credit)?

88.8 Yes 11.2 No

16. Would you trade a surtax on incomes over $500,000 for a business-related tax incentive?

70.8 Yes 29.2 No

17. Congress may consider permitting a company to amortize, for tax purposes, all intangible assets (i.e., customer lists, goodwill, trained work force, covenants not to compete, etc.), over a 14-year time period. How significant is this issue to your company?

10.2 Very significant

50.0 Significant

39.8 No interest

## ■ ENVIRONMENTAL ISSUES

18. In the last year have you had a problem with the federal, state or local government regarding:

| | | |
|---|---|---|
| Air pollution | 17.6 Yes | 82.4 No |
| Disposal of hazardous waste | 31.7 Yes | 68.3 No |
| Disposal of non-hazardous waste | 21.1 Yes | 78.9 No |
| Regulation of Underground Storage Tanks | 20.8 Yes | 79.2 No |
| Informing community about the use of hazardous substance, e.g., chemicals (Community Right-to-Know) | 13.1 Yes | 86.9 No |
| Informing workers about the use of hazardous substances (Hazardous Communication Standards) | 19.6 Yes | 80.4 No |
| Storm water discharge | 13.2 Yes | 86.8 No |

## ■ ENVIRONMENTAL ISSUES (Continued)

19. Have you had any problem securing financing because of lender liability for environmental problems?

6.0 Yes 94.0 No

20. Some environmental advocates are calling for stricter rules for the disposal of products and packaging.

a. Do you use recycled materials in your products?

55.5 Yes 44.5 No

b. Do you use recycled materials in your packaging?

73.2 Yes 26.8 No

c. Do you advertise the recycled content of products or packaging?

27.1 Yes 72.9 No

## ■ INTERNATIONAL TRADE

21. What effect have imports had on your company's sales in 1991?

23.9 Significant impact

48.8 Minor but growing impact

27.4 No impact at all

22. Assess the reasons for import penetration in the domestic consumer hardlines industry.

| | Very Important | Moderately Important | Not Important |
|---|---|---|---|
| a. Price of imports | 81.0 | 15.4 | 3.6 |
| b. Value of U.S. dollar | 29.7 | 64.6 | 5.6 |
| c. Quality of imports | 29.4 | 51.5 | 19.1 |
| d. Non-competitive U.S. labor costs | 59.8 | 36.1 | 4.1 |
| e. Consumer acceptance of imports | 43.8 | 47.4 | 8.8 |
| f. Unfair foreign trade practices | 44.0 | 42.5 | 13.5 |
| g. Customers' lack of understanding of total procurement costs (domestic vs. imports) | 31.9 | 40.8 | 27.2 |

23. Does your company currently export?

89.5 Yes 10.5 No

If "yes," what percentage of your firm's total dollar sales are from exports? 7.5 %

## INTERNATIONAL TRADE (Continued)

24. Is your company forecasting higher export sales in 1992?

66.2 Yes 33.8 No

If "yes," what is your estimate of the percentage increase of these sales? 23.5 %

25. What has been the trend of your company's export sales in 1991 compared with the previous year?

22.2 Significant increase
40.6 Slight increase
24.4 Stable
9.4 Small decline
3.3 Significant decline

26. Please list three countries whose exports are the toughest foreign competition for your company:

a. Taiwan
b. Japan
c. China

27. What percentage of your company's raw materials, components, and finished products are produced overseas?

11.8 % Raw Materials
10.9 % Components
7.7 % Finished Products

28. What percentage of your export sales are made to Canada? 31.7 %

29. Please list three countries that you consider to be potential export markets:

a. Mexico
b. Canada
c. Germany

30. What do you consider to be the primary barrier to export activity?

8.9 Financing
43.2 Foreign duties and tariffs
46.8 Market information
22.1 Non-tariff foreign barriers
15.3 Other

## ■ INTERNATIONAL TRADE (Continued)

31. What effect do you believe a U.S.-Mexican Free Trade Agreement will have on your sales?

| To Mexico | Domestic |
|---|---|
| 65.3 Increase | 17.0 Increase |
| 1.5 Decrease | 13.8 Decrease |
| 33.2 No change | 69.1 No change |

32. Do you support or oppose the enactment of a North American Free Trade Agreement?

94.3 Support 5.7 Oppose

## ■ PATENTS/TRADEMARKS/COPYRIGHT ISSUES

33. Did your company initiate legal action during 1991 to stop an infringement of a design patent, utility patent, trademark, or copyright by a foreign manufacturer?

15.1 Yes 84.9 No

34. Has your company obtained any evidence which suggests that foreign manufacturers or U.S. distributors may be placing false country-of-origin designations on imported products?

15.7 Yes 84.3 No

## ■ PRODUCT LIABILITY

35. What has been your company's experience with product liability insurance premiums in 1991 compared to the previous year?

39.7 Increased 14.9 % Estimate of increase

6.0 Decreased 29.4 % Estimate of decrease

54.3 No change

36. Did your company's product liability coverage change in 1991?

| Coverage: | Amount of deductible: |
|---|---|
| 14.4 Increased | 19.7 Increased |
| 2.1 Decreased | 1.0 Decreased |
| 83.6 No change | 79.6 No change |

37. What has been your company's recent experience with product liability litigation?

21.2 Increase

1.6 Decrease

77.2 No change

Estimate number of pending lawsuits 5.3

## ■ LABOR ISSUES

38. Health insurance will again be a dominating topic of discussion in 1992. Several health care reform options have emerged as frontrunners in the debate. If it is necessary to select a single solution, which would you choose (choose only one)?

15.3 Single payer (Canadian-style government provided)

35.5 All payer (government and business team up to negotiate mandatory rates with providers

14.8 Play or pay (employers provide for employees or pay into a public plan)

32.2 Let the system work out its problems

2.2 Other

39. Would you support or oppose requiring individuals instead of employers to be responsible for health care and expanding their personal deduction for medical expenses to cover the first $3,000 of premiums?

50.3 Support 49.7 Oppose

40. Company's monthly contribution to each employee's health care insurance for:

Family plan 73.6 % Average cost to company per covered employee $284. per month

Individual plan 85.6 % Average cost to company per covered employee $158. per month

41. What percentage of employees' insurance premiums should employers pay for?

Employee 73.4 % Family 55.2 %

## ■ BUSINESS REGULATION

42. Identify those agencies which you believe are creating the most problems for your business.

35.3 IRS

44.1 OSHA

67.1 EPA

12.9 Transportation

8.2 Commerce

13.5 Other

## ■ BUSINESS REGULATION (Continued)

43. In 1991, had your company been subjected to an:

a. IRS Audit

Yes 15.7 No 84.3

If "yes," what was the outcome?

Favorable 53.3 Fine/Penalty Assessed 3.3 Still Pending 43.3

a. OSHA Inspection

Yes 37.8 No 62.2

If "yes," what was the outcome?

Favorable 74.3 Fine/Penalty Assessed 12.9 Still Pending 12.9

a. EPA Investigation

Yes 36.5 No 63.5

If "yes," what was the outcome?

Favorable 71.2 Fine/Penalty Assessed 4.5 Still Pending 24.2

## ■ PUBLIC POLICY

44. As of right now, which of the following factors (choose one) do you feel is the most important facing the country?

1.0 Inflation
1.5 Interest rates
44.7 Federal budget deficit
6.6 Unemployment
8.6 Productivity
31.5 Recession
10.2 U.S. trade deficit
13.2 All equally
1.5 Not sure

45. On a scale of 1 to 10, with 10 being the highest, how would you rate the Bush Administration going into 1992?

6.3

46. Do you believe the President spends enough time on domestic matters (choose one)?

64.3 Too little attention
1.0 Too much attention
25.6 Appropriate attention
9.0 Not sure

## ■ PUBLIC POLICY (Continued)

47. On a scale of 1 to 10, with 10 being the highest, how would you rate the performance of the 102nd Congress as we enter 1992?

    2.8

48. Do you favor term limits on members of Congress?

    80.9 Yes  19.1 No

## ■ ISSUE PRIORITY

49. Of the following topics included in this survey, please rank, in order of importance to you, the issues you feel most critical to your business in 1992 (Number 1-most important, number 7-least important. Use each number only once):

| | |
|---|---|
| Tax Policy Issues | 1 |
| Environmental Issues | 4 |
| International Trade Issues | 6 |
| Patent/Trademark/Copyright Issues | 7 |
| Product Liability Issues | 3 |
| Labor Issues | 5 |
| Business Regulation Issues | 2 |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

TABLE 1

GENERAL AND BUSINESS DATA
Q.1- PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM:

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO / TOY AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| TOTAL ANSWERING | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| BUILDING MATERIALS | 24 | 24 | 10 | 1 | 3 | 4 | 2 | 5 | 1 |
| | 11.9% | 100.0% | 14.7% | 1.9% | 21.4% | 10.0% | 6.7% | 18.5% | 4.5% |
| HARDWARE | 68 | 10 | 68 | 6 | 7 | 11 | 3 | 4 | 10 |
| | 33.7% | 41.7% | 100.0% | 11.1% | 50.0% | 27.5% | 10.0% | 14.8% | 45.5% |
| HAND & POWER TOOLS | 54 | 1 | 6 | 54 | 2 | 3 | 1 | 2 | 3 |
| | 26.7% | 4.2% | 8.8% | 100.0% | 14.3% | 7.5% | 3.3% | 7.4% | 13.6% |
| AUTOMOTIVE, TOYS & SPORT | 14 | 3 | 7 | 2 | 14 | 8 | 0 | 3 | 3 |
| | 6.9% | 12.5% | 10.3% | 3.7% | 100.0% | 20.0% | -% | 11.1% | 13.6% |
| LAWN & GARDEN | 40 | 4 | 11 | 3 | 8 | 40 | 3 | 3 | 6 |
| | 19.8% | 16.7% | 16.2% | 5.6% | 57.1% | 100.0% | 10.0% | 11.1% | 27.3% |
| PLUMBING & ELECTRICAL | 30 | 2 | 3 | 1 | 0 | 3 | 30 | 1 | 1 |
| | 14.9% | 8.3% | 4.4% | 1.9% | -% | 7.5% | 100.0% | 3.7% | 4.5% |
| PAINT & SUNDRIES | 27 | 5 | 4 | 2 | 3 | 3 | 1 | 27 | 5 |
| | 13.4% | 20.8% | 5.9% | 3.7% | 21.4% | 7.5% | 3.3% | 100.0% | 22.7% |
| HOUSEWARES | 22 | 1 | 10 | 3 | 3 | 6 | 1 | 5 | 22 |
| | 10.9% | 4.2% | 14.7% | 5.6% | 21.4% | 15.0% | 3.3% | 18.5% | 100.0% |
| SIGMA | 279 | 50 | 119 | 72 | 40 | 78 | 41 | 50 | 51 |
| | 138.2 | 208.4 | 175.0 | 133.5 | 285.6 | 195.0 | 136.6 | 185.1 | 231.7 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

GENERAL AND BUSINESS DATA

Q.2- ANNUAL VOLUME OF PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM:

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 4 | 0 | 2 | 1 | 1 | 0 | 1 | 0 | 0 |
| TOTAL ANSWERING | 198 | 24 | 66 | 53 | 13 | 40 | 29 | 27 | 22 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| UNDER $5 MILLION | 50 | 5 | 14 | 15 | 6 | 18 | 3 | 4 | 5 |
| | 25.3% | 20.8% | 21.2% | 28.3% | 46.2% | 45.0% | 10.3% | 14.8% | 22.7% |
| $5 - $10 MILLION | 39 | 5 | 16 | 9 | 3 | 6 | 5 | 7 | 7 |
| | 19.7% | 20.8% | 24.2% | 17.0% | 23.1% | 15.0% | 17.2% | 25.9% | 31.8% |
| $10 - $25 MILLION | 36 | 3 | 11 | 10 | 1 | 6 | 3 | 7 | 5 |
| | 18.2% | 12.5% | 16.7% | 18.9% | 7.7% | 15.0% | 10.3% | 25.9% | 22.7% |
| $25 - $50 MILLION | 28 | 2 | 11 | 9 | 2 | 2 | 4 | 2 | 2 |
| | 14.1% | 8.3% | 16.7% | 17.0% | 15.4% | 5.0% | 13.8% | 7.4% | 9.1% |
| OVER $50 MILLION | 45 | 9 | 14 | 10 | 1 | 8 | 14 | 7 | 3 |
| | 22.7% | 37.5% | 21.2% | 18.9% | 7.7% | 20.0% | 48.3% | 25.9% | 13.6% |
| SIGMA | 198 | 24 | 66 | 53 | 13 | 40 | 29 | 27 | 22 |
| | 100.0 | 99.9 | 100.0 | 100.1 | 100.1 | 100.0 | 99.9 | 99.9 | 99.9 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION

*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.3- NUMBER OF EMPLOYEES

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| TOTAL ANSWERING | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| UNDER 100 | 91 | 8 | 30 | 22 | 7 | 25 | 10 | 14 | 11 |
| | 45.0% | 33.3% | 44.1% | 40.7% | 50.0% | 62.5% | 33.3% | 51.9% | 50.0% |
| 100 - 500 | 76 | 9 | 30 | 22 | 6 | 10 | 10 | 7 | 9 |
| | 37.6% | 37.5% | 44.1% | 40.7% | 42.9% | 25.0% | 33.3% | 25.9% | 40.9% |
| 500 - 1,000 | 14 | 2 | 1 | 4 | 0 | 3 | 3 | 3 | 1 |
| | 6.9% | 8.3% | 1.5% | 7.4% | -% | 7.5% | 10.0% | 11.1% | 4.5% |
| OVER 1,000 | 21 | 5 | 7 | 6 | 1 | 2 | 7 | 3 | 1 |
| | 10.4% | 20.8% | 10.3% | 11.1% | 7.1% | 5.0% | 23.3% | 11.1% | 4.5% |
| SIGMA | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| | 99.9 | 99.9 | 100.0 | 99.9 | 100.0 | 100.0 | 99.9 | 100.0 | 99.9 |


*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.3- PERCENTAGE OF EMPLOYEES WHO ARE PART-TIME

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
|---|---|---|---|---|---|---|---|---|---|
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 193 | 22 | 64 | 52 | 13 | 39 | 27 | 26 | 21 |
| TOTAL ANSWERING | 9 | 2 | 4 | 2 | 1 | 1 | 3 | 1 | 1 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| 1% | 7 | 1 | 3 | 2 | 1 | 0 | 3 | 1 | 1 |
| | 77.8% | 50.0% | 75.0% | 100.0% | 100.0% | -% | 100.0% | 100.0% | 100.0% |
| 3% | 2 | 1 | 1 | 0 | 0 | 1 | 0 | 0 | 0 |
| | 22.2% | 50.0% | 25.0% | -% | -% | 100.0% | -% | -% | -% |
| BASE | 9 | 2 | 4 | 2 | 1 | 1 | 3 | 1 | 1 |
| MEAN | 1.44 | 2.00 | 1.50 | 1.00 | 1.00 | 3.00 | 1.00 | 1.00 | 1.00 |
| SIGMA | 9 | 2 | 4 | 2 | 1 | 1 | 3 | 1 | 1 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

TABLE 5

GENERAL AND BUSINESS DATA
Q.4- UNION STATUS:

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| TOTAL ANSWERING | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| UNIONIZED | 30 | 2 | 9 | 10 | 1 | 7 | 5 | 4 | 5 |
| | 14.9% | 8.3% | 13.2% | 18.5% | 7.1% | 17.5% | 16.7% | 14.8% | 22.7% |
| PARTIALLY UNIONIZED | 38 | 6 | 12 | 8 | 1 | 6 | 8 | 8 | 4 |
| | 18.8% | 25.0% | 17.6% | 14.8% | 7.1% | 15.0% | 26.7% | 29.6% | 18.2% |
| NO UNION | 134 | 16 | 47 | 36 | 12 | 27 | 17 | 15 | 13 |
| | 66.3% | 66.7% | 69.1% | 66.7% | 85.7% | 67.5% | 56.7% | 55.6% | 59.1% |
| SIGMA | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| | 100.0 | 100.0 | 99.9 | 100.0 | 99.9 | 100.0 | 100.1 | 100.0 | 100.0 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.5- WHETHER HAVE PLANS TO INCREASE NUMBER OF EMPLOYEES IN 1992

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 3 | 0 | 1 | 1 | 0 | 0 | 1 | 0 | 0 |
| TOTAL ANSWERING | 199 | 24 | 67 | 53 | 14 | 40 | 29 | 27 | 22 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 87 | 9 | 29 | 19 | 9 | 18 | 12 | 13 | 14 |
| | 43.7% | 37.5% | 43.3% | 35.8% | 64.3% | 45.0% | 41.4% | 48.1% | 63.6% |
| NO | 112 | 15 | 38 | 34 | 5 | 22 | 17 | 14 | 8 |
| | 56.3% | 62.5% | 56.7% | 64.2% | 35.7% | 55.0% | 58.6% | 51.9% | 36.4% |
| SIGMA | 199 | 24 | 67 | 53 | 14 | 40 | 29 | 27 | 22 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.5- PERCENTAGE INCREASE OF NEW EMPLOYEES IN 1992

BASE: PLAN TO INCREASE THE NUMBER OF NEW EMPLOYEES IN 1992

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 87 | 9 | 29 | 19 | 9 | 18 | 12 | 13 | 14 |
| NO ANSWER | 10 | 2 | 4 | 0 | 2 | 1 | 2 | 2 | 0 |
| TOTAL ANSWERING | 77 | 7 | 25 | 19 | 7 | 17 | 10 | 11 | 14 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| 1% | 3 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 0 |
| | 3.9% | -% | -% | -% | -% | 5.9% | 10.0% | 9.1% | -% |
| 2% | 2 | 0 | 1 | 0 | 1 | 1 | 0 | 0 | 0 |
| | 2.6% | -% | 4.0% | -% | 14.3% | 5.9% | -% | -% | -% |
| 3% | 8 | 0 | 3 | 4 | 0 | 1 | 1 | 0 | 0 |
| | 10.4% | -% | 12.0% | 21.1% | -% | 5.9% | 10.0% | -% | -% |
| 4% | 4 | 1 | 3 | 0 | 1 | 1 | 0 | 0 | 1 |
| | 5.2% | 14.3% | 12.0% | -% | 14.3% | 5.9% | -% | -% | 7.1% |
| 5% | 20 | 1 | 9 | 4 | 0 | 5 | 4 | 3 | 4 |
| | 26.0% | 14.3% | 36.0% | 21.1% | -% | 29.4% | 40.0% | 27.3% | 28.6% |
| 6% | 4 | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 1 |
| | 5.2% | -% | -% | -% | -% | -% | 30.0% | -% | 7.1% |
| 7% | 1 | 1 | 1 | 0 | 0 | 1 | 0 | 1 | 1 |
| | 1.3% | 14.3% | 4.0% | -% | -% | 5.9% | -% | 9.1% | 7.1% |
| 8% | 4 | 0 | 1 | 3 | 0 | 0 | 0 | 1 | 0 |
| | 5.2% | -% | 4.0% | 15.8% | -% | -% | -% | 9.1% | -% |
| 9% | 1 | 1 | 1 | 0 | 1 | 0 | 0 | 0 | 0 |
| | 1.3% | 14.3% | 4.0% | -% | 14.3% | -% | -% | -% | -% |
| 10% | 12 | 1 | 5 | 3 | 0 | 0 | 1 | 2 | 2 |
| | 15.6% | 14.3% | 20.0% | 15.8% | -% | -% | 10.0% | 18.2% | 14.3% |
| 12% | 2 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 1 |
| | 2.6% | 14.3% | -% | -% | -% | -% | -% | 9.1% | 7.1% |
| 15% | 7 | 0 | 0 | 3 | 3 | 2 | 0 | 1 | 3 |
| | 9.1% | -% | -% | 15.8% | 42.9% | 11.8% | -% | 9.1% | 21.4% |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.5- PERCENTAGE INCREASE OF NEW EMPLOYEES IN 1992

BASE: PLAN TO INCREASE THE NUMBER OF NEW EMPLOYEES IN 1992

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| 20% | 3 | 1 | 0 | 0 | 0 | 2 | 0 | 0 | 0 |
| | 3.9% | 14.3% | -% | -% | -% | 11.8% | -% | -% | -% |
| 25% | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 |
| | 1.3% | -% | -% | -% | -% | 5.9% | -% | -% | -% |
| 30% | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 |
| | 1.3% | -% | -% | -% | -% | -% | -% | 9.1% | -% |
| 50% | 2 | 0 | 1 | 0 | 1 | 2 | 0 | 0 | 0 |
| | 2.6% | -% | 4.0% | -% | 14.3% | 11.8% | -% | -% | -% |
| 100% | 2 | 0 | 0 | 2 | 0 | 0 | 0 | 0 | 1 |
| | 2.6% | -% | -% | 10.5% | -% | -% | -% | -% | 7.1% |
| BASE | 77 | 7 | 25 | 19 | 7 | 17 | 10 | 11 | 14 |
| MEAN | 11.47 | 9.57 | 7.68 | 17.42 | 15.71 | 13.94 | 5.20 | 9.82 | 15.29 |
| SIGMA | 77 | 7 | 25 | 19 | 7 | 17 | 10 | 11 | 14 |
| | 100.1 | 100.1 | 100.0 | 100.1 | 100.1 | 100.2 | 100.0 | 100.1 | 99.8 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

GENERAL AND BUSINESS DATA

Q.6- WHETHER COMPANY FORESEES AN INCREASE IN DIRECT EMPLOYEE WAGE COSTS IN 1992

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 2 | 1 | 0 | 1 | 0 | 0 | 0 | 1 | 0 |
| TOTAL ANSWERING | 200 | 23 | 68 | 53 | 14 | 40 | 30 | 26 | 22 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 175 | 18 | 61 | 48 | 12 | 29 | 28 | 25 | 19 |
| | 87.5% | 78.3% | 89.7% | 90.6% | 85.7% | 72.5% | 93.3% | 96.2% | 86.4% |
| NO | 25 | 5 | 7 | 5 | 2 | 11 | 2 | 1 | 3 |
| | 12.5% | 21.7% | 10.3% | 9.4% | 14.3% | 27.5% | 6.7% | 3.8% | 13.6% |
| SIGMA | 200 | 23 | 68 | 53 | 14 | 40 | 30 | 26 | 22 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |



*=LESS THAN .5%

GENERAL AND BUSINESS DATA

Q.6- PERCENTAGE INCREASE COMPANY FORESEES IN DIRECT EMPLOYEE WAGE COSTS

BASE: FORESEE AN INCREASE IN DIRECT EMPLOYEE WAGE COSTS IN 1992

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 175 | 18 | 61 | 48 | 12 | 29 | 28 | 25 | 19 |
| NO ANSWER | 10 | 0 | 0 | 6 | 0 | 1 | 0 | 4 | 0 |
| TOTAL ANSWERING | 165 | 18 | 61 | 42 | 12 | 28 | 28 | 21 | 19 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| 2% | 6 | 0 | 3 | 0 | 1 | 1 | 2 | 0 | 0 |
| | 3.6% | -% | 4.9% | -% | 8.3% | 3.6% | 7.1% | -% | -% |
| 3% | 32 | 5 | 14 | 11 | 4 | 8 | 2 | 4 | 1 |
| | 19.4% | 27.8% | 23.0% | 26.2% | 33.3% | 28.6% | 7.1% | 19.0% | 5.3% |
| 4% | 63 | 7 | 24 | 19 | 2 | 9 | 7 | 6 | 8 |
| | 38.2% | 38.9% | 39.3% | 45.2% | 16.7% | 32.1% | 25.0% | 28.6% | 42.1% |
| 5% | 42 | 5 | 15 | 8 | 3 | 5 | 12 | 6 | 6 |
| | 25.5% | 27.8% | 24.6% | 19.0% | 25.0% | 17.9% | 42.9% | 28.6% | 31.6% |
| 6% | 7 | 0 | 1 | 2 | 1 | 1 | 2 | 1 | 1 |
| | 4.2% | -% | 1.6% | 4.8% | 8.3% | 3.6% | 7.1% | 4.8% | 5.3% |
| 7% | 3 | 0 | 2 | 0 | 1 | 1 | 0 | 1 | 1 |
| | 1.8% | -% | 3.3% | -% | 8.3% | 3.6% | -% | 4.8% | 5.3% |
| 8% | 2 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 |
| | 1.2% | -% | -% | -% | -% | -% | 3.6% | -% | 5.3% |
| 9% | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| | .6% | -% | -% | -% | -% | -% | -% | -% | 5.3% |
| 10% | 6 | 0 | 1 | 2 | 0 | 3 | 1 | 2 | 0 |
| | 3.6% | -% | 1.6% | 4.8% | -% | 10.7% | 3.6% | 9.5% | -% |
| 15% | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 |
| | .6% | 5.6% | -% | -% | -% | -% | -% | 4.8% | -% |
| 30% | 2 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0 |
| | 1.2% | -% | 1.6% | -% | -% | -% | 3.6% | -% | -% |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION

*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.6- PERCENTAGE INCREASE COMPANY FORESEES IN DIRECT EMPLOYEE WAGE COSTS

BASE: FORESEE AN INCREASE IN DIRECT EMPLOYEE WAGE COSTS IN 1992

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| BASE | 165 | 18 | 61 | 42 | 12 | 28 | 28 | 21 | 19 |
| MEAN | 4.81 | 4.61 | 4.57 | 4.31 | 4.17 | 4.64 | 5.64 | 5.43 | 5.00 |
| SIGMA | 165<br>99.9 | 18<br>100.1 | 61<br>99.9 | 42<br>100.0 | 12<br>99.9 | 28<br>100.1 | 28<br>100.0 | 21<br>100.1 | 19<br>100.2 |

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*=LESS THAN .5%

GENERAL AND BUSINESS DATA

Q.7- PERCENTAGE OF EMPLOYEE EXPENSE ATTRIBUTED TO INDIRECT COST: HEALTH BENEFITS

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 53 | 5 | 18 | 15 | 5 | 11 | 4 | 10 | 7 |
| TOTAL ANSWERING | 149 | 19 | 50 | 39 | 9 | 29 | 26 | 17 | 15 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| HEALTH BENEFITS | | | | | | | | | |
| 1-4% | 11 | 0 | 5 | 3 | 1 | 2 | 3 | 0 | 1 |
| | 7.4% | -% | 10.0% | 7.7% | 11.1% | 6.9% | 11.5% | -% | 6.7% |
| 5-9% | 21 | 4 | 7 | 7 | 2 | 4 | 3 | 1 | 1 |
| | 14.1% | 21.1% | 14.0% | 17.9% | 22.2% | 13.8% | 11.5% | 5.9% | 6.7% |
| 10-14% | 40 | 5 | 15 | 6 | 4 | 10 | 8 | 6 | 6 |
| | 26.8% | 26.3% | 30.0% | 15.4% | 44.4% | 34.5% | 30.8% | 35.3% | 40.0% |
| 15-19% | 29 | 2 | 10 | 11 | 1 | 5 | 2 | 3 | 5 |
| | 19.5% | 10.5% | 20.0% | 28.2% | 11.1% | 17.2% | 7.7% | 17.6% | 33.3% |
| 20-29% | 29 | 5 | 10 | 6 | 0 | 3 | 8 | 4 | 2 |
| | 19.5% | 26.3% | 20.0% | 15.4% | -% | 10.3% | 30.8% | 23.5% | 13.3% |
| 30-39% | 7 | 1 | 1 | 4 | 1 | 1 | 1 | 2 | 0 |
| | 4.7% | 5.3% | 2.0% | 10.3% | 11.1% | 3.4% | 3.8% | 11.8% | -% |
| 40-49% | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| | .7% | -% | -% | 2.6% | -% | -% | -% | -% | -% |
| 50-59% | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 |
| | .7% | -% | -% | -% | -% | 3.4% | -% | -% | -% |
| 70-79% | 2 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| | 1.3% | 5.3% | -% | 2.6% | -% | -% | -% | -% | -% |
| 80-89% | 3 | 0 | 1 | 0 | 0 | 2 | 0 | 0 | 0 |
| | 2.0% | -% | 2.0% | -% | -% | 6.9% | -% | -% | -% |
| 100% | 5 | 1 | 1 | 0 | 0 | 1 | 1 | 1 | 0 |
| | 3.4% | 5.3% | 2.0% | -% | -% | 3.4% | 3.8% | 5.9% | -% |
| BASE | 149 | 19 | 50 | 39 | 9 | 29 | 26 | 17 | 15 |

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*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.7- PERCENTAGE OF EMPLOYEE EXPENSE ATTRIBUTED TO INDIRECT COST: HEALTH BENEFITS

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| MEAN | 19.68 | 22.68 | 16.62 | 17.36 | 12.22 | 21.41 | 17.69 | 21.00 | 13.27 |
| SIGMA | 149 | 19 | 50 | 39 | 9 | 29 | 26 | 17 | 15 |
| | 100.1 | 100.1 | 100.0 | 100.1 | 99.9 | 99.8 | 99.9 | 100.0 | 100.0 |


*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.7- PERCENTAGE OF EMPLOYEE EXPENSE ATTRIBUTED TO INDIRECT COST: PENSIONS

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 98 | 12 | 34 | 28 | 9 | 21 | 11 | 14 | 10 |
| TOTAL ANSWERING | 104 | 12 | 34 | 26 | 5 | 19 | 19 | 13 | 12 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| PENSIONS | | | | | | | | | |
| 1-4% | 34 | 1 | 12 | 10 | 1 | 7 | 6 | 2 | 2 |
| | 32.7% | 8.3% | 35.3% | 38.5% | 20.0% | 36.8% | 31.6% | 15.4% | 16.7% |
| 5-9% | 40 | 8 | 13 | 9 | 2 | 6 | 6 | 4 | 7 |
| | 38.5% | 66.7% | 38.2% | 34.6% | 40.0% | 31.6% | 31.6% | 30.8% | 58.3% |
| 10-14% | 19 | 3 | 8 | 4 | 2 | 4 | 3 | 5 | 3 |
| | 18.3% | 25.0% | 23.5% | 15.4% | 40.0% | 21.1% | 15.8% | 38.5% | 25.0% |
| 15-19% | 7 | 0 | 1 | 2 | 0 | 1 | 2 | 2 | 0 |
| | 6.7% | -% | 2.9% | 7.7% | -% | 5.3% | 10.5% | 15.4% | -% |
| 20-29% | 2 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0 |
| | 1.9% | -% | -% | -% | -% | 5.3% | 5.3% | -% | -% |
| 30-39% | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| | 1.0% | -% | -% | 3.8% | -% | -% | -% | -% | -% |
| 100% | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| | 1.0% | -% | -% | -% | -% | -% | 5.3% | -% | -% |
| BASE | 104 | 12 | 34 | 26 | 5 | 19 | 19 | 13 | 12 |
| MEAN | 7.64 | 6.33 | 6.21 | 7.08 | 7.40 | 6.79 | 12.00 | 8.38 | 6.33 |
| SIGMA | 104 | 12 | 34 | 26 | 5 | 19 | 19 | 13 | 12 |
| | 100.1 | 100.0 | 99.9 | 100.0 | 100.0 | 100.1 | 100.1 | 100.1 | 100.0 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.7- PERCENTAGE OF EMPLOYEE EXPENSE ATTRIBUTED TO INDIRECT COST: OTHER

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 108 | 10 | 31 | 34 | 5 | 20 | 14 | 16 | 12 |
| TOTAL ANSWERING | 94 | 14 | 37 | 20 | 9 | 20 | 16 | 11 | 10 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| OTHER | | | | | | | | | |
| 1-4% | 17 | 3 | 8 | 2 | 0 | 5 | 3 | 2 | 4 |
| | 18.1% | 21.4% | 21.6% | 10.0% | -% | 25.0% | 18.8% | 18.2% | 40.0% |
| 5-9% | 20 | 4 | 5 | 6 | 2 | 5 | 2 | 2 | 2 |
| | 21.3% | 28.6% | 13.5% | 30.0% | 22.2% | 25.0% | 12.5% | 18.2% | 20.0% |
| 10-14% | 30 | 4 | 14 | 7 | 6 | 7 | 2 | 4 | 2 |
| | 31.9% | 28.6% | 37.8% | 35.0% | 66.7% | 35.0% | 12.5% | 36.4% | 20.0% |
| 15-19% | 4 | 2 | 1 | 0 | 0 | 0 | 4 | 0 | 0 |
| | 4.3% | 14.3% | 2.7% | -% | -% | -% | 25.0% | -% | -% |
| 20-29% | 16 | 1 | 7 | 4 | 1 | 2 | 2 | 2 | 2 |
| | 17.0% | 7.1% | 18.9% | 20.0% | 11.1% | 10.0% | 12.5% | 18.2% | 20.0% |
| 30-39% | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| | 1.1% | -% | -% | 5.0% | -% | -% | -% | -% | -% |
| 40-49% | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 |
| | 1.1% | -% | -% | -% | -% | 5.0% | -% | -% | -% |
| 50-59% | 2 | 0 | 0 | 0 | 0 | 0 | 2 | 1 | 0 |
| | 2.1% | -% | -% | -% | -% | -% | 12.5% | 9.1% | -% |
| 70-79% | 2 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0 |
| | 2.1% | -% | 2.7% | -% | -% | -% | 6.3% | -% | -% |
| 80-89% | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| | 1.1% | -% | 2.7% | -% | -% | -% | -% | -% | -% |
| BASE | 94 | 14 | 37 | 20 | 9 | 20 | 16 | 11 | 10 |

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*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.7- PERCENTAGE OF EMPLOYEE EXPENSE ATTRIBUTED TO INDIRECT COST: OTHER

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| MEAN | 13.98 | 9.29 | 14.35 | 12.35 | 11.11 | 9.70 | 20.38 | 14.00 | 8.60 |
| SIGMA | 94 | 14 | 37 | 20 | 9 | 20 | 16 | 11 | 10 |
| | 100.1 | 100.0 | 99.9 | 100.0 | 100.0 | 100.0 | 100.1 | 100.1 | 100.0 |

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GENERAL AND BUSINESS DATA
Q.8- WHETHER YOUR FIRM EXPECT AN INCREASE IN UNIT SALES IN 1992

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 3 | 0 | 0 | 1 | 0 | 0 | 1 | 1 | 0 |
| TOTAL ANSWERING | 199 | 24 | 68 | 53 | 14 | 40 | 29 | 26 | 22 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 174 | 18 | 60 | 43 | 14 | 35 | 25 | 25 | 19 |
| | 87.4% | 75.0% | 88.2% | 81.1% | 100.0% | 87.5% | 86.2% | 96.2% | 86.4% |
| NO | 25 | 6 | 8 | 10 | 0 | 5 | 4 | 1 | 3 |
| | 12.6% | 25.0% | 11.8% | 18.9% | -% | 12.5% | 13.8% | 3.8% | 13.6% |
| SIGMA | 199 | 24 | 68 | 53 | 14 | 40 | 29 | 26 | 22 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.8- ESTIMATE PERCENTAGE OF INCREASE IN SALES UNIT

BASE: EXPECT AN INCREASE IN UNIT SALES IN 1992

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 174 | 18 | 60 | 43 | 14 | 35 | 25 | 25 | 19 |
| NO ANSWER | 15 | 0 | 5 | 2 | 1 | 2 | 3 | 3 | 3 |
| TOTAL ANSWERING | 159 | 18 | 55 | 41 | 13 | 33 | 22 | 22 | 16 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| 1% | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| | .6% | -% | 1.8% | -% | -% | -% | -% | -% | -% |
| 2% | 8 | 1 | 4 | 2 | 0 | 0 | 2 | 0 | 0 |
| | 5.0% | 5.6% | 7.3% | 4.9% | -% | -% | 9.1% | -% | -% |
| 3% | 12 | 2 | 8 | 1 | 0 | 0 | 3 | 0 | 0 |
| | 7.5% | 11.1% | 14.5% | 2.4% | -% | -% | 13.6% | -% | -% |
| 4% | 6 | 1 | 2 | 2 | 0 | 2 | 0 | 0 | 0 |
| | 3.8% | 5.6% | 3.6% | 4.9% | -% | 6.1% | -% | -% | -% |
| 5% | 24 | 3 | 5 | 8 | 1 | 4 | 3 | 5 | 1 |
| | 15.1% | 16.7% | 9.1% | 19.5% | 7.7% | 12.1% | 13.6% | 22.7% | 6.3% |
| 6% | 9 | 0 | 3 | 2 | 1 | 2 | 2 | 2 | 4 |
| | 5.7% | -% | 5.5% | 4.9% | 7.7% | 6.1% | 9.1% | 9.1% | 25.0% |
| 7% | 5 | 1 | 0 | 1 | 0 | 0 | 2 | 2 | 0 |
| | 3.1% | 5.6% | -% | 2.4% | -% | -% | 9.1% | 9.1% | -% |
| 8% | 14 | 1 | 7 | 5 | 3 | 2 | 2 | 1 | 1 |
| | 8.8% | 5.6% | 12.7% | 12.2% | 23.1% | 6.1% | 9.1% | 4.5% | 6.3% |
| 9% | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| | .6% | -% | -% | 2.4% | -% | -% | -% | -% | -% |
| 10% | 27 | 1 | 6 | 9 | 2 | 7 | 5 | 5 | 1 |
| | 17.0% | 5.6% | 10.9% | 22.0% | 15.4% | 21.2% | 22.7% | 22.7% | 6.3% |
| 11% | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 1 |
| | .6% | -% | -% | -% | 7.7% | -% | -% | 4.5% | 6.3% |
| 12% | 4 | 1 | 1 | 0 | 0 | 1 | 1 | 0 | 2 |
| | 2.5% | 5.6% | 1.8% | -% | -% | 3.0% | 4.5% | -% | 12.5% |

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GENERAL AND BUSINESS DATA
Q.8- ESTIMATE PERCENTAGE OF INCREASE IN SALES UNIT

BASE: EXPECT AN INCREASE IN UNIT SALES IN 1992

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| 15% | 12<br>7.5% | 3<br>16.7% | 5<br>9.1% | 3<br>7.3% | 0<br>-% | 4<br>12.1% | 0<br>-% | 3<br>13.6% | 2<br>12.5% |
| 18% | 2<br>1.3% | 0<br>-% | 1<br>1.8% | 0<br>-% | 1<br>7.7% | 1<br>3.0% | 1<br>4.5% | 0<br>-% | 0<br>-% |
| 20% | 11<br>6.9% | 0<br>-% | 6<br>10.9% | 3<br>7.3% | 1<br>7.7% | 2<br>6.1% | 0<br>-% | 1<br>4.5% | 0<br>-% |
| 22% | 1<br>.6% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>6.3% |
| 25% | 4<br>2.5% | 2<br>11.1% | 2<br>3.6% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>4.5% | 1<br>4.5% | 0<br>-% |
| 26% | 1<br>.6% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>3.0% | 0<br>-% | 0<br>-% | 0<br>-% |
| 28% | 1<br>.6% | 1<br>5.6% | 1<br>1.8% | 0<br>-% | 1<br>7.7% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| 30% | 4<br>2.5% | 0<br>-% | 0<br>-% | 2<br>4.9% | 1<br>7.7% | 2<br>6.1% | 0<br>-% | 0<br>-% | 2<br>12.5% |
| 33% | 1<br>.6% | 1<br>5.6% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| 35% | 2<br>1.3% | 0<br>-% | 2<br>3.6% | 0<br>-% | 1<br>7.7% | 1<br>3.0% | 0<br>-% | 0<br>-% | 0<br>-% |
| 40% | 2<br>1.3% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 2<br>6.1% | 0<br>-% | 0<br>-% | 0<br>-% |
| 50% | 2<br>1.3% | 0<br>-% | 1<br>1.8% | 0<br>-% | 0<br>-% | 1<br>3.0% | 0<br>-% | 0<br>-% | 0<br>-% |
| 75% | 1<br>.6% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>3.0% | 0<br>-% | 0<br>-% | 0<br>-% |
| 100% | 3<br>1.9% | 0<br>-% | 0<br>-% | 2<br>4.9% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>4.5% | 1<br>6.3% |

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GENERAL AND BUSINESS DATA
Q.8- ESTIMATE PERCENTAGE OF INCREASE IN SALES UNIT

BASE: EXPECT AN INCREASE IN UNIT SALES IN 1992

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| BASE | 159 | 18 | 55 | 41 | 13 | 33 | 22 | 22 | 16 |
| MEAN | 13.37 | 12.22 | 11.33 | 14.10 | 15.15 | 17.64 | 7.95 | 14.09 | 18.38 |
| SIGMA | 159 | 18 | 55 | 41 | 13 | 33 | 22 | 22 | 16 |
| | 99.8 | 100.4 | 99.8 | 100.0 | 100.1 | 100.0 | 99.8 | 99.7 | 100.3 |

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GENERAL AND BUSINESS DATA
Q.9- WHETHER EXPECT AN INCREASE IN DOLLAR SALES VOLUME IN 1992

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 4 | 0 | 0 | 2 | 0 | 0 | 1 | 1 | 0 |
| TOTAL ANSWERING | 198 | 24 | 68 | 52 | 14 | 40 | 29 | 26 | 22 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 179 | 20 | 62 | 44 | 14 | 35 | 28 | 25 | 19 |
| | 90.4% | 83.3% | 91.2% | 84.6% | 100.0% | 87.5% | 96.6% | 96.2% | 86.4% |
| NO | 19 | 4 | 6 | 8 | 0 | 5 | 1 | 1 | 3 |
| | 9.6% | 16.7% | 8.8% | 15.4% | -% | 12.5% | 3.4% | 3.8% | 13.6% |
| SIGMA | 198 | 24 | 68 | 52 | 14 | 40 | 29 | 26 | 22 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
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GENERAL AND BUSINESS DATA
Q.9- ESTIMATE PERCENTAGE OF INCREASE IN DOLLAR VOLUME

BASE: EXPECT AN INCREASE IN DOLLAR SALES VOLUME IN 1992

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 179 | 20 | 62 | 44 | 14 | 35 | 28 | 25 | 19 |
| NO ANSWER | 15 | 0 | 4 | 3 | 2 | 3 | 3 | 2 | 2 |
| TOTAL ANSWERING | 164 | 20 | 58 | 41 | 12 | 32 | 25 | 23 | 17 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| 1% | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| | .6% | -% | 1.7% | -% | -% | -% | -% | -% | -% |
| 2% | 2 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 |
| | 1.2% | -% | 1.7% | 2.4% | -% | -% | -% | -% | -% |
| 3% | 7 | 2 | 3 | 2 | 0 | 0 | 2 | 0 | 0 |
| | 4.3% | 10.0% | 5.2% | 4.9% | -% | -% | 8.0% | -% | -% |
| 4% | 7 | 1 | 4 | 0 | 0 | 1 | 0 | 0 | 1 |
| | 4.3% | 5.0% | 6.9% | -% | -% | 3.1% | -% | -% | 5.9% |
| 5% | 19 | 3 | 6 | 5 | 1 | 2 | 5 | 3 | 0 |
| | 11.6% | 15.0% | 10.3% | 12.2% | 8.3% | 6.3% | 20.0% | 13.0% | -% |
| 6% | 9 | 0 | 4 | 3 | 0 | 2 | 1 | 1 | 0 |
| | 5.5% | -% | 6.9% | 7.3% | -% | 6.3% | 4.0% | 4.3% | -% |
| 7% | 7 | 1 | 1 | 3 | 0 | 0 | 2 | 0 | 1 |
| | 4.3% | 5.0% | 1.7% | 7.3% | -% | -% | 8.0% | -% | 5.9% |
| 8% | 16 | 3 | 7 | 6 | 2 | 2 | 1 | 5 | 2 |
| | 9.8% | 15.0% | 12.1% | 14.6% | 16.7% | 6.3% | 4.0% | 21.7% | 11.8% |
| 9% | 4 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| | 2.4% | -% | 1.7% | 2.4% | 8.3% | 3.1% | 4.0% | 4.3% | 5.9% |
| 10% | 26 | 2 | 9 | 3 | 1 | 7 | 2 | 7 | 4 |
| | 15.9% | 10.0% | 15.5% | 7.3% | 8.3% | 21.9% | 8.0% | 30.4% | 23.5% |
| 11% | 2 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 0 |
| | 1.2% | -% | -% | 2.4% | -% | -% | 4.0% | -% | -% |
| 12% | 10 | 1 | 2 | 1 | 2 | 3 | 6 | 1 | 0 |
| | 6.1% | 5.0% | 3.4% | 2.4% | 16.7% | 9.4% | 24.0% | 4.3% | -% |

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1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

GENERAL AND BUSINESS DATA
Q.9- ESTIMATE PERCENTAGE OF INCREASE IN DOLLAR VOLUME

BASE: EXPECT AN INCREASE IN DOLLAR SALES VOLUME IN 1992

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| 13% | 1<br>.6% | 0<br>-% | 0<br>-% | 1<br>2.4% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| 14% | 7<br>4.3% | 0<br>-% | 2<br>3.4% | 3<br>7.3% | 0<br>-% | 1<br>3.1% | 1<br>4.0% | 0<br>-% | 2<br>11.8% |
| 15% | 9<br>5.5% | 2<br>10.0% | 4<br>6.9% | 2<br>4.9% | 0<br>-% | 2<br>6.3% | 1<br>4.0% | 1<br>4.3% | 0<br>-% |
| 18% | 1<br>.6% | 0<br>-% | 1<br>1.7% | 0<br>-% | 0<br>-% | 1<br>3.1% | 0<br>-% | 0<br>-% | 1<br>5.9% |
| 20% | 12<br>7.3% | 1<br>5.0% | 5<br>8.6% | 2<br>4.9% | 2<br>16.7% | 2<br>6.3% | 1<br>4.0% | 2<br>8.7% | 2<br>11.8% |
| 21% | 1<br>.6% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>5.9% |
| 24% | 1<br>.6% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>3.1% | 0<br>-% | 0<br>-% | 0<br>-% |
| 25% | 5<br>3.0% | 1<br>5.0% | 3<br>5.2% | 2<br>4.9% | 0<br>-% | 1<br>3.1% | 0<br>-% | 0<br>-% | 0<br>-% |
| 28% | 1<br>.6% | 1<br>5.0% | 1<br>1.7% | 0<br>-% | 1<br>8.3% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| 29% | 1<br>.6% | 1<br>5.0% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>4.3% | 0<br>-% |
| 30% | 1<br>.6% | 0<br>-% | 0<br>-% | 1<br>2.4% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| 33% | 2<br>1.2% | 1<br>5.0% | 0<br>-% | 1<br>2.4% | 1<br>8.3% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>5.9% |
| 35% | 2<br>1.2% | 0<br>-% | 1<br>1.7% | 0<br>-% | 1<br>8.3% | 2<br>6.3% | 0<br>-% | 0<br>-% | 0<br>-% |
| 38% | 1<br>.6% | 0<br>-% | 1<br>1.7% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |

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GENERAL AND BUSINESS DATA
Q.9- ESTIMATE PERCENTAGE OF INCREASE IN DOLLAR VOLUME

BASE: EXPECT AN INCREASE IN DOLLAR SALES VOLUME IN 1992

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| 40% | 4 | 0 | 1 | 1 | 0 | 3 | 0 | 0 | 0 |
| | 2.4% | -% | 1.7% | 2.4% | -% | 9.4% | -% | -% | -% |
| 60% | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| | .6% | -% | -% | -% | -% | -% | 4.0% | -% | -% |
| 70% | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 |
| | .6% | -% | -% | -% | -% | 3.1% | -% | -% | -% |
| 100% | 3 | 0 | 0 | 2 | 0 | 0 | 0 | 1 | 1 |
| | 1.8% | -% | -% | 4.9% | -% | -% | -% | 4.3% | 5.9% |
| BASE | 164 | 20 | 58 | 41 | 12 | 32 | 25 | 23 | 17 |
| MEAN | 14.29 | 12.65 | 11.90 | 16.10 | 16.67 | 17.75 | 11.20 | 14.61 | 18.59 |
| SIGMA | 164 | 20 | 58 | 41 | 12 | 32 | 25 | 23 | 17 |
| | 99.9 | 100.0 | 99.7 | 99.7 | 99.9 | 100.2 | 100.0 | 99.6 | 100.2 |

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GENERAL AND BUSINESS DATA
Q.10- WHETHER YOUR FIRM PLAN TO INCREASE PLANT AND EQUIPMENT PURCHASES IN 1992

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 3 | 0 | 0 | 2 | 0 | 0 | 1 | 0 | 0 |
| TOTAL ANSWERING | 199 | 24 | 68 | 52 | 14 | 40 | 29 | 27 | 22 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 96 | 8 | 33 | 27 | 8 | 15 | 13 | 19 | 15 |
| | 48.2% | 33.3% | 48.5% | 51.9% | 57.1% | 37.5% | 44.8% | 70.4% | 68.2% |
| NO | 103 | 16 | 35 | 25 | 6 | 25 | 16 | 8 | 7 |
| | 51.8% | 66.7% | 51.5% | 48.1% | 42.9% | 62.5% | 55.2% | 29.6% | 31.8% |
| SIGMA | 199 | 24 | 68 | 52 | 14 | 40 | 29 | 27 | 22 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

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*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.10- ESTIMATE PERCENTAGE OF INCREASE PLANT AND EQUIPMENT PURCHASES

BASE: PLAN TO INCREASE PLANT AND EQUIPMENT PURCHASES IN 1992

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 96 | 8 | 33 | 27 | 8 | 15 | 13 | 19 | 15 |
| NO ANSWER | 22 | 1 | 7 | 6 | 1 | 3 | 4 | 3 | 2 |
| TOTAL ANSWERING | 74 | 7 | 26 | 21 | 7 | 12 | 9 | 16 | 13 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| 1% | 8 | 1 | 2 | 2 | 1 | 0 | 2 | 2 | 0 |
| | 10.8% | 14.3% | 7.7% | 9.5% | 14.3% | -% | 22.2% | 12.5% | -% |
| 2% | 20 | 0 | 9 | 2 | 1 | 2 | 3 | 7 | 6 |
| | 27.0% | -% | 34.6% | 9.5% | 14.3% | 16.7% | 33.3% | 43.8% | 46.2% |
| 3% | 11 | 1 | 2 | 6 | 1 | 4 | 1 | 1 | 1 |
| | 14.9% | 14.3% | 7.7% | 28.6% | 14.3% | 33.3% | 11.1% | 6.3% | 7.7% |
| 4% | 3 | 1 | 1 | 1 | 1 | 0 | 2 | 1 | 0 |
| | 4.1% | 14.3% | 3.8% | 4.8% | 14.3% | -% | 22.2% | 6.3% | -% |
| 5% | 10 | 0 | 2 | 4 | 0 | 1 | 0 | 4 | 3 |
| | 13.5% | -% | 7.7% | 19.0% | -% | 8.3% | -% | 25.0% | 23.1% |
| 6% | 2 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| | 2.7% | 14.3% | 3.8% | -% | -% | -% | -% | -% | -% |
| 7% | 2 | 0 | 1 | 1 | 1 | 1 | 0 | 0 | 1 |
| | 2.7% | -% | 3.8% | 4.8% | 14.3% | 8.3% | -% | -% | 7.7% |
| 8% | 2 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 |
| | 2.7% | -% | 3.8% | -% | -% | -% | -% | -% | 7.7% |
| 10% | 8 | 0 | 3 | 4 | 1 | 1 | 0 | 0 | 1 |
| | 10.8% | -% | 11.5% | 19.0% | 14.3% | 8.3% | -% | -% | 7.7% |
| 11% | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 |
| | 1.4% | 14.3% | -% | -% | -% | -% | -% | 6.3% | -% |
| 12% | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| | 1.4% | -% | 3.8% | -% | -% | -% | -% | -% | -% |
| 14% | 1 | 1 | 1 | 0 | 0 | 0 | 1 | 0 | 0 |
| | 1.4% | 14.3% | 3.8% | -% | -% | -% | 11.1% | -% | -% |

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*=LESS THAN .5%

GENERAL AND BUSINESS DATA

Q.10- ESTIMATE PERCENTAGE OF INCREASE PLANT AND EQUIPMENT PURCHASES

BASE: PLAN TO INCREASE PLANT AND EQUIPMENT PURCHASES IN 1992

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| 15% | 2 | 1 | 1 | 0 | 0 | 1 | 0 | 0 | 0 |
| | 2.7% | 14.3% | 3.8% | -% | -% | 8.3% | -% | -% | -% |
| 25% | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| | 1.4% | -% | -% | 4.8% | -% | -% | -% | -% | -% |
| 75% | 1 | 0 | 1 | 0 | 1 | 1 | 0 | 0 | 0 |
| | 1.4% | -% | 3.8% | -% | 14.3% | 8.3% | -% | -% | -% |
| 100% | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 |
| | 1.4% | -% | -% | -% | -% | 8.3% | -% | -% | -% |
| BASE | 74 | 7 | 26 | 21 | 7 | 12 | 9 | 16 | 13 |
| MEAN | 7.19 | 7.71 | 7.96 | 5.71 | 14.57 | 19.00 | 3.67 | 3.38 | 4.23 |
| SIGMA | 74 | 7 | 26 | 21 | 7 | 12 | 9 | 16 | 13 |
| | 100.3 | 100.1 | 99.6 | 100.0 | 100.1 | 99.8 | 99.9 | 100.2 | 100.1 |



*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.11- WHETHER YOUR FIRM PLAN TO EXPAND ITS PHYSICAL PLANT IN 1992

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 4 | 0 | 0 | 2 | 0 | 0 | 1 | 1 | 0 |
| TOTAL ANSWERING | 198 | 24 | 68 | 52 | 14 | 40 | 29 | 26 | 22 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 31 | 7 | 10 | 7 | 3 | 6 | 4 | 8 | 7 |
| | 15.7% | 29.2% | 14.7% | 13.5% | 21.4% | 15.0% | 13.8% | 30.8% | 31.8% |
| NO | 167 | 17 | 58 | 45 | 11 | 34 | 25 | 18 | 15 |
| | 84.3% | 70.8% | 85.3% | 86.5% | 78.6% | 85.0% | 86.2% | 69.2% | 68.2% |
| SIGMA | 198 | 24 | 68 | 52 | 14 | 40 | 29 | 26 | 22 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

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*=LESS THAN .5%

GENERAL AND BUSINESS DATA

Q.12- FORECAST FOR 1992 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE): "INFLATION"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 32 | 7 | 8 | 8 | 1 | 5 | 5 | 4 | 3 |
| TOTAL ANSWERING | 170 | 17 | 60 | 46 | 13 | 35 | 25 | 23 | 19 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| INFLATION | | | | | | | | | |
| 1.0% | 5 | 0 | 2 | 3 | 1 | 1 | 0 | 0 | 1 |
| | 2.9% | -% | 3.3% | 6.5% | 7.7% | 2.9% | -% | -% | 5.3% |
| 1.5% | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| | .6% | -% | -% | 2.2% | -% | -% | -% | -% | -% |
| 2.0% | 5 | 1 | 2 | 1 | 1 | 1 | 0 | 2 | 1 |
| | 2.9% | 5.9% | 3.3% | 2.2% | 7.7% | 2.9% | -% | 8.7% | 5.3% |
| 2.5% | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| | .6% | -% | -% | 2.2% | -% | -% | -% | -% | -% |
| 2.6% | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| | .6% | -% | 1.7% | -% | -% | -% | -% | -% | -% |
| 3.0% | 37 | 4 | 13 | 8 | 6 | 11 | 5 | 7 | 4 |
| | 21.8% | 23.5% | 21.7% | 17.4% | 46.2% | 31.4% | 20.0% | 30.4% | 21.1% |
| 3.2% | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| | .6% | -% | -% | 2.2% | -% | -% | -% | -% | -% |
| 3.5% | 13 | 3 | 7 | 2 | 2 | 2 | 3 | 2 | 2 |
| | 7.6% | 17.6% | 11.7% | 4.3% | 15.4% | 5.7% | 12.0% | 8.7% | 10.5% |
| 3.8% | 2 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 1 |
| | 1.2% | -% | -% | 2.2% | -% | -% | 4.0% | -% | 5.3% |
| 4.0% | 54 | 5 | 20 | 15 | 3 | 12 | 8 | 8 | 6 |
| | 31.8% | 29.4% | 33.3% | 32.6% | 23.1% | 34.3% | 32.0% | 34.8% | 31.6% |
| 4.3% | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| | .6% | -% | -% | -% | -% | -% | 4.0% | -% | -% |

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*=LESS THAN .5%

GENERAL AND BUSINESS DATA

Q.12- FORECAST FOR 1992 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE): "INFLATION"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| 4.5% | 16<br>9.4% | 2<br>11.8% | 6<br>10.0% | 5<br>10.9% | 0<br>-% | 2<br>5.7% | 0<br>-% | 2<br>8.7% | 1<br>5.3% |
| 4.8% | 1<br>.6% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>2.9% | 0<br>-% | 0<br>-% | 0<br>-% |
| 5.0% | 21<br>12.4% | 2<br>11.8% | 7<br>11.7% | 7<br>15.2% | 0<br>-% | 1<br>2.9% | 4<br>16.0% | 0<br>-% | 3<br>15.8% |
| 5.5% | 2<br>1.2% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>2.9% | 1<br>4.0% | 0<br>-% | 0<br>-% |
| 6.0% | 6<br>3.5% | 0<br>-% | 1<br>1.7% | 1<br>2.2% | 0<br>-% | 3<br>8.6% | 2<br>8.0% | 0<br>-% | 0<br>-% |
| 6.5% | 1<br>.6% | 0<br>-% | 1<br>1.7% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| 10.0% | 1<br>.6% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>4.3% | 0<br>-% |
| 12.0% | 1<br>.6% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>4.3% | 0<br>-% |
| BASE | 170 | 17 | 60 | 46 | 13 | 35 | 25 | 23 | 19 |
| MEAN | 3.92 | 3.74 | 3.78 | 3.71 | 3.08 | 3.81 | 4.12 | 4.13 | 3.65 |
| SIGMA | 170<br>100.1 | 17<br>100.0 | 60<br>100.1 | 46<br>100.1 | 13<br>100.1 | 35<br>100.2 | 25<br>100.0 | 23<br>99.9 | 19<br>100.2 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

GENERAL AND BUSINESS DATA

Q.12- FORECAST FOR 1992 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE): "UNEMPLOYMENT"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 37 | 5 | 10 | 10 | 0 | 7 | 7 | 5 | 4 |
| TOTAL ANSWERING | 165 | 19 | 58 | 44 | 14 | 33 | 23 | 22 | 18 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| UNEMPLOYMENT | | | | | | | | | |
| 1.0% | 2 | 1 | 2 | 0 | 2 | 1 | 0 | 0 | 1 |
| | 1.2% | 5.3% | 3.4% | -% | 14.3% | 3.0% | -% | -% | 5.6% |
| 1.3% | 1 | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 1 |
| | .6% | -% | -% | 2.3% | 7.1% | -% | -% | -% | 5.6% |
| 2.0% | 2 | 0 | 1 | 0 | 0 | 1 | 1 | 0 | 0 |
| | 1.2% | -% | 1.7% | -% | -% | 3.0% | 4.3% | -% | -% |
| 3.0% | 1 | 0 | 1 | 0 | 0 | 1 | 0 | 1 | 1 |
| | .6% | -% | 1.7% | -% | -% | 3.0% | -% | 4.5% | 5.6% |
| 4.0% | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 |
| | .6% | -% | -% | -% | -% | 3.0% | -% | -% | -% |
| 4.5% | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| | .6% | -% | -% | 2.3% | -% | -% | -% | -% | -% |
| 4.9% | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 |
| | .6% | -% | -% | 2.3% | -% | -% | -% | -% | 5.6% |
| 5.0% | 10 | 0 | 5 | 3 | 1 | 3 | 2 | 0 | 2 |
| | 6.1% | -% | 8.6% | 6.8% | 7.1% | 9.1% | 8.7% | -% | 11.1% |
| 5.4% | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| | .6% | -% | -% | 2.3% | -% | -% | -% | -% | -% |
| 5.5% | 4 | 0 | 1 | 0 | 1 | 2 | 1 | 0 | 0 |
| | 2.4% | -% | 1.7% | -% | 7.1% | 6.1% | 4.3% | -% | -% |
| 5.9% | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| | .6% | -% | 1.7% | -% | -% | -% | -% | -% | -% |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION

*=LESS THAN .5%

GENERAL AND BUSINESS DATA

Q.12- FORECAST FOR 1992 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE): "UNEMPLOYMENT"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| 6.0% | 38<br>23.0% | 2<br>10.5% | 12<br>20.7% | 10<br>22.7% | 4<br>28.6% | 4<br>12.1% | 5<br>21.7% | 6<br>27.3% | 4<br>22.2% |
| 6.2% | 1<br>.6% | 1<br>5.3% | 1<br>1.7% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| 6.5% | 12<br>7.3% | 1<br>5.3% | 1<br>1.7% | 4<br>9.1% | 1<br>7.1% | 0<br>-% | 3<br>13.0% | 4<br>18.2% | 2<br>11.1% |
| 6.7% | 3<br>1.8% | 1<br>5.3% | 2<br>3.4% | 0<br>-% | 0<br>-% | 0<br>-% | 2<br>8.7% | 0<br>-% | 1<br>5.6% |
| 6.8% | 4<br>2.4% | 2<br>10.5% | 3<br>5.2% | 1<br>2.3% | 0<br>-% | 1<br>3.0% | 0<br>-% | 1<br>4.5% | 1<br>5.6% |
| 7.0% | 41<br>24.8% | 5<br>26.3% | 17<br>29.3% | 13<br>29.5% | 2<br>14.3% | 11<br>33.3% | 6<br>26.1% | 2<br>9.1% | 2<br>11.1% |
| 7.2% | 1<br>.6% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>7.1% | 1<br>3.0% | 0<br>-% | 0<br>-% | 0<br>-% |
| 7.3% | 2<br>1.2% | 0<br>-% | 1<br>1.7% | 0<br>-% | 1<br>7.1% | 1<br>3.0% | 0<br>-% | 0<br>-% | 0<br>-% |
| 7.5% | 8<br>4.8% | 2<br>10.5% | 2<br>3.4% | 1<br>2.3% | 0<br>-% | 1<br>3.0% | 2<br>8.7% | 2<br>9.1% | 1<br>5.6% |
| 7.8% | 2<br>1.2% | 0<br>-% | 0<br>-% | 1<br>2.3% | 0<br>-% | 0<br>-% | 1<br>4.3% | 0<br>-% | 0<br>-% |
| 8.0% | 18<br>10.9% | 2<br>10.5% | 6<br>10.3% | 5<br>11.4% | 0<br>-% | 1<br>3.0% | 0<br>-% | 5<br>22.7% | 1<br>5.6% |
| 8.1% | 1<br>.6% | 1<br>5.3% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| 8.5% | 1<br>.6% | 0<br>-% | 1<br>1.7% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| 8.7% | 1<br>.6% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>3.0% | 0<br>-% | 0<br>-% | 0<br>-% |

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GENERAL AND BUSINESS DATA

Q.12- FORECAST FOR 1992 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE): "UNEMPLOYMENT"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| 9.0% | 4<br>2.4% | 0<br>-% | 1<br>1.7% | 1<br>2.3% | 0<br>-% | 2<br>6.1% | 0<br>-% | 1<br>4.5% | 0<br>-% |
| 10.0% | 2<br>1.2% | 1<br>5.3% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>3.0% | 0<br>-% | 0<br>-% | 0<br>-% |
| 15.0% | 1<br>.6% | 0<br>-% | 0<br>-% | 1<br>2.3% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| BASE | 165 | 19 | 58 | 44 | 14 | 33 | 23 | 22 | 18 |
| MEAN | 6.61 | 6.85 | 6.36 | 6.69 | 5.20 | 6.38 | 6.31 | 6.81 | 5.57 |
| SIGMA | 165<br>99.7 | 19<br>100.1 | 58<br>99.6 | 44<br>100.2 | 14<br>99.8 | 33<br>99.7 | 23<br>99.8 | 22<br>99.9 | 18<br>100.3 |



*=LESS THAN .5%

GENERAL AND BUSINESS DATA

Q.12- FORECAST FOR 1992 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE): "GROSS NATIONAL PRODUCT"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 66 | 10 | 19 | 20 | 2 | 13 | 7 | 8 | 5 |
| TOTAL ANSWERING | 136 | 14 | 49 | 34 | 12 | 27 | 23 | 19 | 17 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| GROSS NATIONAL PRODUCT | | | | | | | | | |
| 0.2% | 1 | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 1 |
| | .7% | -% | -% | 2.9% | 8.3% | -% | -% | -% | 5.9% |
| 0.8% | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| | .7% | -% | 2.0% | -% | -% | -% | -% | -% | -% |
| 1.0% | 9 | 2 | 3 | 3 | 0 | 1 | 0 | 1 | 1 |
| | 6.6% | 14.3% | 6.1% | 8.8% | -% | 3.7% | -% | 5.3% | 5.9% |
| 1.2% | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 |
| | .7% | -% | -% | -% | -% | -% | 4.3% | 5.3% | -% |
| 1.3% | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| | .7% | -% | 2.0% | -% | -% | -% | -% | -% | -% |
| 1.5% | 10 | 1 | 6 | 3 | 1 | 1 | 1 | 1 | 0 |
| | 7.4% | 7.1% | 12.2% | 8.8% | 8.3% | 3.7% | 4.3% | 5.3% | -% |
| 1.6% | 3 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 1 |
| | 2.2% | -% | -% | 2.9% | -% | -% | 4.3% | -% | 5.9% |
| 1.7% | 2 | 1 | 0 | 0 | 0 | 0 | 0 | 2 | 0 |
| | 1.5% | 7.1% | -% | -% | -% | -% | -% | 10.5% | -% |
| 1.8% | 1 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| | .7% | 7.1% | -% | -% | -% | -% | 4.3% | -% | -% |
| 2.0% | 52 | 4 | 14 | 14 | 5 | 11 | 8 | 9 | 6 |
| | 38.2% | 28.6% | 28.6% | 41.2% | 41.7% | 40.7% | 34.8% | 47.4% | 35.3% |
| 2.2% | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| | .7% | -% | -% | 2.9% | -% | -% | -% | -% | -% |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

GENERAL AND BUSINESS DATA

Q.12- FORECAST FOR 1992 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE): "GROSS NATIONAL PRODUCT"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| 2.3% | 1<br>.7% | 0<br>-% | 1<br>2.0% | 0<br>-% | 1<br>8.3% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| 2.4% | 1<br>.7% | 0<br>-% | 1<br>2.0% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| 2.5% | 13<br>9.6% | 1<br>7.1% | 6<br>12.2% | 3<br>8.8% | 1<br>8.3% | 4<br>14.8% | 6<br>26.1% | 1<br>5.3% | 2<br>11.8% |
| 2.7% | 2<br>1.5% | 1<br>7.1% | 1<br>2.0% | 0<br>-% | 0<br>-% | 1<br>3.7% | 1<br>4.3% | 1<br>5.3% | 1<br>5.9% |
| 3.0% | 23<br>16.9% | 2<br>14.3% | 9<br>18.4% | 5<br>14.7% | 2<br>16.7% | 6<br>22.2% | 2<br>8.7% | 2<br>10.5% | 2<br>11.8% |
| 3.5% | 2<br>1.5% | 0<br>-% | 1<br>2.0% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>4.3% | 0<br>-% | 1<br>5.9% |
| 3.7% | 1<br>.7% | 0<br>-% | 1<br>2.0% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| 4.0% | 6<br>4.4% | 0<br>-% | 3<br>6.1% | 2<br>5.9% | 0<br>-% | 1<br>3.7% | 0<br>-% | 0<br>-% | 2<br>11.8% |
| 5.0% | 2<br>1.5% | 1<br>7.1% | 1<br>2.0% | 0<br>-% | 1<br>8.3% | 1<br>3.7% | 0<br>-% | 0<br>-% | 0<br>-% |
| 10.0% | 2<br>1.5% | 0<br>-% | 0<br>-% | 1<br>2.9% | 0<br>-% | 1<br>3.7% | 1<br>4.3% | 0<br>-% | 0<br>-% |
| 20.0% | 1<br>.7% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>5.3% | 0<br>-% |
| BASE | 136 | 14 | 49 | 34 | 12 | 27 | 23 | 19 | 17 |
| MEAN | 2.50 | 2.23 | 2.36 | 2.35 | 2.29 | 2.75 | 2.58 | 2.96 | 2.35 |
| SIGMA | 136<br>99.8 | 14<br>99.8 | 49<br>99.6 | 34<br>99.8 | 12<br>99.9 | 27<br>99.9 | 23<br>99.7 | 19<br>100.2 | 17<br>100.2 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.12- FORECAST FOR 1992 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE):
"PRIME INTEREST RATE"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 43 | 6 | 11 | 12 | 2 | 7 | 9 | 5 | 5 |
| TOTAL ANSWERING | 159 | 18 | 57 | 42 | 12 | 33 | 21 | 22 | 17 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| PRIME INTEREST RATE | | | | | | | | | |
| 1.0% | 1 | 0 | 1 | 0 | 1 | 1 | 0 | 0 | 1 |
| | .6% | -% | 1.8% | -% | 8.3% | 3.0% | -% | -% | 5.9% |
| 1.5% | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| | .6% | -% | -% | -% | -% | -% | -% | -% | 5.9% |
| 2.0% | 2 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 |
| | 1.3% | -% | 1.8% | -% | -% | 3.0% | -% | -% | -% |
| 5.0% | 6 | 0 | 1 | 3 | 0 | 1 | 0 | 1 | 0 |
| | 3.8% | -% | 1.8% | 7.1% | -% | 3.0% | -% | 4.5% | -% |
| 5.5% | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| | .6% | -% | -% | -% | -% | -% | 4.8% | -% | -% |
| 6.0% | 5 | 0 | 1 | 2 | 0 | 2 | 0 | 1 | 1 |
| | 3.1% | -% | 1.8% | 4.8% | -% | 6.1% | -% | 4.5% | 5.9% |
| 6.5% | 6 | 1 | 1 | 3 | 1 | 1 | 0 | 0 | 1 |
| | 3.8% | 5.6% | 1.8% | 7.1% | 8.3% | 3.0% | -% | -% | 5.9% |
| 6.8% | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 |
| | .6% | -% | -% | 2.4% | -% | -% | -% | -% | 5.9% |
| 7.0% | 27 | 2 | 10 | 6 | 2 | 6 | 3 | 7 | 3 |
| | 17.0% | 11.1% | 17.5% | 14.3% | 16.7% | 18.2% | 14.3% | 31.8% | 17.6% |
| 7.3% | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| | .6% | -% | 1.8% | -% | -% | -% | -% | -% | -% |
| 7.5% | 21 | 2 | 7 | 4 | 2 | 4 | 5 | 4 | 2 |
| | 13.2% | 11.1% | 12.3% | 9.5% | 16.7% | 12.1% | 23.8% | 18.2% | 11.8% |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

GENERAL AND BUSINESS DATA

Q.12- FORECAST FOR 1992 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE):
"PRIME INTEREST RATE"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| 7.8% | 3<br>1.9% | 1<br>5.6% | 1<br>1.8% | 1<br>2.4% | 1<br>8.3% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| 8.0% | 48<br>30.2% | 8<br>44.4% | 18<br>31.6% | 13<br>31.0% | 3<br>25.0% | 11<br>33.3% | 5<br>23.8% | 6<br>27.3% | 4<br>23.5% |
| 8.5% | 13<br>8.2% | 0<br>-% | 3<br>5.3% | 4<br>9.5% | 1<br>8.3% | 2<br>6.1% | 2<br>9.5% | 1<br>4.5% | 2<br>11.8% |
| 8.7% | 1<br>.6% | 0<br>-% | 1<br>1.8% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| 8.8% | 2<br>1.3% | 1<br>5.6% | 1<br>1.8% | 0<br>-% | 0<br>-% | 0<br>-% | 2<br>9.5% | 0<br>-% | 0<br>-% |
| 8.9% | 2<br>1.3% | 0<br>-% | 1<br>1.8% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>4.8% | 0<br>-% | 0<br>-% |
| 9.0% | 12<br>7.5% | 3<br>16.7% | 6<br>10.5% | 3<br>7.1% | 1<br>8.3% | 3<br>9.1% | 2<br>9.5% | 0<br>-% | 0<br>-% |
| 9.5% | 2<br>1.3% | 0<br>-% | 1<br>1.8% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>4.5% | 0<br>-% |
| 10.0% | 3<br>1.9% | 0<br>-% | 1<br>1.8% | 2<br>4.8% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| 11.0% | 1<br>.6% | 0<br>-% | 1<br>1.8% | 0<br>-% | 0<br>-% | 1<br>3.0% | 0<br>-% | 1<br>4.5% | 1<br>5.9% |
| BASE | 159 | 18 | 57 | 42 | 12 | 33 | 21 | 22 | 17 |
| MEAN | 7.56 | 7.95 | 7.69 | 7.57 | 7.15 | 7.32 | 7.88 | 7.59 | 6.93 |
| SIGMA | 159<br>100.0 | 18<br>100.1 | 57<br>100.6 | 42<br>100.0 | 12<br>99.9 | 33<br>99.9 | 21<br>100.0 | 22<br>99.8 | 17<br>100.1 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

TAX POLICY

Q.13- RANK THE FOLLOWING ISSUES IN THEIR ORDER OF IMPORTANCE TO YOU:
"RESTORE INVESTMENT TAX CREDIT"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 12 | 2 | 2 | 4 | 0 | 1 | 3 | 1 | 1 |
| TOTAL ANSWERING | 190 | 22 | 66 | 50 | 14 | 39 | 27 | 26 | 21 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| RESTORE INVESTMENT TAX CREDIT | | | | | | | | | |
| MOST IMPORTANT (1) | 61 | 7 | 19 | 15 | 7 | 15 | 9 | 7 | 6 |
| | 32.1% | 31.8% | 28.8% | 30.0% | 50.0% | 38.5% | 33.3% | 26.9% | 28.6% |
| (2) | 51 | 6 | 19 | 13 | 3 | 14 | 6 | 7 | 6 |
| | 26.8% | 27.3% | 28.8% | 26.0% | 21.4% | 35.9% | 22.2% | 26.9% | 28.6% |
| (3) | 27 | 3 | 11 | 6 | 1 | 4 | 4 | 3 | 2 |
| | 14.2% | 13.6% | 16.7% | 12.0% | 7.1% | 10.3% | 14.8% | 11.5% | 9.5% |
| (4) | 28 | 2 | 7 | 10 | 1 | 2 | 2 | 4 | 5 |
| | 14.7% | 9.1% | 10.6% | 20.0% | 7.1% | 5.1% | 7.4% | 15.4% | 23.8% |
| (5) | 14 | 2 | 5 | 3 | 0 | 2 | 3 | 4 | 1 |
| | 7.4% | 9.1% | 7.6% | 6.0% | -% | 5.1% | 11.1% | 15.4% | 4.8% |
| (6) | 8 | 2 | 4 | 3 | 2 | 2 | 3 | 1 | 1 |
| | 4.2% | 9.1% | 6.1% | 6.0% | 14.3% | 5.1% | 11.1% | 3.8% | 4.8% |
| LEAST IMPORTANT (7) | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| | .5% | -% | 1.5% | -% | -% | -% | -% | -% | -% |
| BASE | 190 | 22 | 66 | 50 | 14 | 39 | 27 | 26 | 21 |
| MEAN | 2.53 | 2.64 | 2.64 | 2.64 | 2.29 | 2.18 | 2.74 | 2.77 | 2.62 |
| SIGMA | 190 | 22 | 66 | 50 | 14 | 39 | 27 | 26 | 21 |
| | 99.9 | 100.0 | 100.1 | 100.0 | 99.9 | 100.0 | 99.9 | 99.9 | 100.1 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

TAX POLICY
Q.13- RANK THE FOLLOWING ISSUES IN THEIR ORDER OF IMPORTANCE TO YOU:
"RESTORE ACCELERATED DEPRECIATION"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 12 | 2 | 3 | 4 | 0 | 2 | 3 | 1 | 1 |
| TOTAL ANSWERING | 190 | 22 | 65 | 50 | 14 | 38 | 27 | 26 | 21 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| RESTORE ACCELERATED DEPRECIATION | | | | | | | | | |
| MOST IMPORTANT (1) | 23 | 2 | 8 | 9 | 1 | 5 | 4 | 2 | 3 |
| | 12.1% | 9.1% | 12.3% | 18.0% | 7.1% | 13.2% | 14.8% | 7.7% | 14.3% |
| (2) | 37 | 5 | 9 | 10 | 3 | 9 | 8 | 6 | 3 |
| | 19.5% | 22.7% | 13.8% | 20.0% | 21.4% | 23.7% | 29.6% | 23.1% | 14.3% |
| (3) | 41 | 5 | 12 | 11 | 4 | 7 | 4 | 7 | 2 |
| | 21.6% | 22.7% | 18.5% | 22.0% | 28.6% | 18.4% | 14.8% | 26.9% | 9.5% |
| (4) | 39 | 6 | 21 | 8 | 4 | 11 | 4 | 3 | 3 |
| | 20.5% | 27.3% | 32.3% | 16.0% | 28.6% | 28.9% | 14.8% | 11.5% | 14.3% |
| (5) | 25 | 3 | 11 | 4 | 1 | 2 | 1 | 5 | 8 |
| | 13.2% | 13.6% | 16.9% | 8.0% | 7.1% | 5.3% | 3.7% | 19.2% | 38.1% |
| (6) | 17 | 1 | 3 | 4 | 1 | 4 | 3 | 3 | 1 |
| | 8.9% | 4.5% | 4.6% | 8.0% | 7.1% | 10.5% | 11.1% | 11.5% | 4.8% |
| LEAST IMPORTANT (7) | 8 | 0 | 1 | 4 | 0 | 0 | 3 | 0 | 1 |
| | 4.2% | -% | 1.5% | 8.0% | -% | -% | 11.1% | -% | 4.8% |
| BASE | 190 | 22 | 65 | 50 | 14 | 38 | 27 | 26 | 21 |
| MEAN | 3.47 | 3.27 | 3.48 | 3.32 | 3.29 | 3.21 | 3.41 | 3.46 | 3.81 |
| SIGMA | 190 | 22 | 65 | 50 | 14 | 38 | 27 | 26 | 21 |
| | 100.0 | 99.9 | 99.9 | 100.0 | 99.9 | 100.0 | 99.9 | 99.9 | 100.1 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

TAX POLICY
Q.13- RANK THE FOLLOWING ISSUES IN THEIR ORDER OF IMPORTANCE TO YOU:
"ELIMINATE CURRENT ALTERNATIVE MINIMUM TAX"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 15 | 2 | 4 | 7 | 0 | 2 | 3 | 1 | 1 |
| TOTAL ANSWERING | 187 | 22 | 64 | 47 | 14 | 38 | 27 | 26 | 21 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| ELIMINATE CURRENT ALTERNATIVE MINIMUM TAX | | | | | | | | | |
| MOST IMPORTANT (1) | 2 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 |
| | 1.1% | -% | 1.6% | 2.1% | -% | -% | -% | -% | -% |
| (2) | 6 | 0 | 3 | 1 | 1 | 1 | 0 | 1 | 1 |
| | 3.2% | -% | 4.7% | 2.1% | 7.1% | 2.6% | -% | 3.8% | 4.8% |
| (3) | 17 | 1 | 7 | 6 | 1 | 4 | 1 | 2 | 3 |
| | 9.1% | 4.5% | 10.9% | 12.8% | 7.1% | 10.5% | 3.7% | 7.7% | 14.3% |
| (4) | 18 | 5 | 7 | 2 | 2 | 3 | 2 | 5 | 2 |
| | 9.6% | 22.7% | 10.9% | 4.3% | 14.3% | 7.9% | 7.4% | 19.2% | 9.5% |
| (5) | 29 | 2 | 7 | 10 | 1 | 7 | 5 | 3 | 1 |
| | 15.5% | 9.1% | 10.9% | 21.3% | 7.1% | 18.4% | 18.5% | 11.5% | 4.8% |
| (6) | 47 | 7 | 18 | 11 | 2 | 7 | 7 | 5 | 6 |
| | 25.1% | 31.8% | 28.1% | 23.4% | 14.3% | 18.4% | 25.9% | 19.2% | 28.6% |
| LEAST IMPORTANT (7) | 68 | 7 | 21 | 16 | 7 | 16 | 12 | 10 | 8 |
| | 36.4% | 31.8% | 32.8% | 34.0% | 50.0% | 42.1% | 44.4% | 38.5% | 38.1% |
| BASE | 187 | 22 | 64 | 47 | 14 | 38 | 27 | 26 | 21 |
| MEAN | 5.56 | 5.64 | 5.41 | 5.47 | 5.64 | 5.66 | 6.00 | 5.50 | 5.52 |
| SIGMA | 187 | 22 | 64 | 47 | 14 | 38 | 27 | 26 | 21 |
| | 100.0 | 99.9 | 99.9 | 100.0 | 99.9 | 99.9 | 99.9 | 99.9 | 100.1 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

TAX POLICY
Q.13- RANK THE FOLLOWING ISSUES IN THEIR ORDER OF IMPORTANCE TO YOU:
"RESTORE IRA DEDUCTION"

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 14 | 2 | 4 | 5 | 0 | 1 | 3 | 1 | 1 |
| TOTAL ANSWERING | 188 | 22 | 64 | 49 | 14 | 39 | 27 | 26 | 21 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| RESTORE IRA DEDUCTION | | | | | | | | | |
| MOST IMPORTANT (1) | 20 | 6 | 11 | 3 | 2 | 2 | 3 | 1 | 2 |
| | 10.6% | 27.3% | 17.2% | 6.1% | 14.3% | 5.1% | 11.1% | 3.8% | 9.5% |
| (2) | 28 | 2 | 7 | 9 | 2 | 5 | 5 | 4 | 4 |
| | 14.9% | 9.1% | 10.9% | 18.4% | 14.3% | 12.8% | 18.5% | 15.4% | 19.0% |
| (3) | 28 | 4 | 7 | 7 | 2 | 7 | 4 | 5 | 3 |
| | 14.9% | 18.2% | 10.9% | 14.3% | 14.3% | 17.9% | 14.8% | 19.2% | 14.3% |
| (4) | 18 | 0 | 4 | 6 | 2 | 5 | 3 | 2 | 2 |
| | 9.6% | -% | 6.3% | 12.2% | 14.3% | 12.8% | 11.1% | 7.7% | 9.5% |
| (5) | 34 | 3 | 14 | 5 | 2 | 6 | 7 | 4 | 2 |
| | 18.1% | 13.6% | 21.9% | 10.2% | 14.3% | 15.4% | 25.9% | 15.4% | 9.5% |
| (6) | 36 | 1 | 11 | 14 | 2 | 6 | 3 | 5 | 3 |
| | 19.1% | 4.5% | 17.2% | 28.6% | 14.3% | 15.4% | 11.1% | 19.2% | 14.3% |
| LEAST IMPORTANT (7) | 24 | 6 | 10 | 5 | 2 | 8 | 2 | 5 | 5 |
| | 12.8% | 27.3% | 15.6% | 10.2% | 14.3% | 20.5% | 7.4% | 19.2% | 23.8% |
| BASE | 188 | 22 | 64 | 49 | 14 | 39 | 27 | 26 | 21 |
| MEAN | 4.18 | 3.86 | 4.19 | 4.29 | 4.00 | 4.49 | 3.85 | 4.50 | 4.29 |
| SIGMA | 188 | 22 | 64 | 49 | 14 | 39 | 27 | 26 | 21 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.1 | 99.9 | 99.9 | 99.9 | 99.9 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

TAX POLICY

Q.13- RANK THE FOLLOWING ISSUES IN THEIR ORDER OF IMPORTANCE TO YOU:
"CAPITAL GAINS TAX REDUCTION"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 12 | 2 | 3 | 4 | 0 | 1 | 3 | 1 | 1 |
| TOTAL ANSWERING | 190 | 22 | 65 | 50 | 14 | 39 | 27 | 26 | 21 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| CAPITAL GAINS TAX REDUCTION | | | | | | | | | |
| MOST IMPORTANT (1) | 41 | 3 | 12 | 11 | 1 | 6 | 2 | 9 | 3 |
| | 21.6% | 13.6% | 18.5% | 22.0% | 7.1% | 15.4% | 7.4% | 34.6% | 14.3% |
| (2) | 41 | 4 | 17 | 12 | 4 | 8 | 5 | 4 | 5 |
| | 21.6% | 18.2% | 26.2% | 24.0% | 28.6% | 20.5% | 18.5% | 15.4% | 23.8% |
| (3) | 32 | 3 | 10 | 10 | 4 | 8 | 5 | 5 | 5 |
| | 16.8% | 13.6% | 15.4% | 20.0% | 28.6% | 20.5% | 18.5% | 19.2% | 23.8% |
| (4) | 31 | 5 | 8 | 10 | 0 | 5 | 6 | 6 | 2 |
| | 16.3% | 22.7% | 12.3% | 20.0% | -% | 12.8% | 22.2% | 23.1% | 9.5% |
| (5) | 20 | 2 | 7 | 4 | 2 | 6 | 4 | 1 | 3 |
| | 10.5% | 9.1% | 10.8% | 8.0% | 14.3% | 15.4% | 14.8% | 3.8% | 14.3% |
| (6) | 17 | 4 | 8 | 1 | 2 | 5 | 3 | 1 | 1 |
| | 8.9% | 18.2% | 12.3% | 2.0% | 14.3% | 12.8% | 11.1% | 3.8% | 4.8% |
| LEAST IMPORTANT (7) | 8 | 1 | 3 | 2 | 1 | 1 | 2 | 0 | 2 |
| | 4.2% | 4.5% | 4.6% | 4.0% | 7.1% | 2.6% | 7.4% | -% | 9.5% |
| BASE | 190 | 22 | 65 | 50 | 14 | 39 | 27 | 26 | 21 |
| MEAN | 3.16 | 3.68 | 3.26 | 2.90 | 3.57 | 3.41 | 3.81 | 2.58 | 3.38 |
| SIGMA | 190 | 22 | 65 | 50 | 14 | 39 | 27 | 26 | 21 |
| | 99.9 | 99.9 | 100.1 | 100.0 | 100.0 | 100.0 | 99.9 | 99.9 | 100.0 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

TAX POLICY

Q.13- RANK THE FOLLOWING ISSUES IN THEIR ORDER OF IMPORTANCE TO YOU:
"CUT MIDDLE CLASS INDIVIDUAL TAX RATES"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 14 | 2 | 4 | 6 | 0 | 2 | 3 | 1 | 1 |
| TOTAL ANSWERING | 188 | 22 | 64 | 48 | 14 | 38 | 27 | 26 | 21 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| CUT MIDDLE CLASS INDIVIDUAL TAX RATES | | | | | | | | | |
| MOST IMPORTANT (1) | 39 | 4 | 13 | 12 | 3 | 11 | 7 | 6 | 7 |
| | 20.7% | 18.2% | 20.3% | 25.0% | 21.4% | 28.9% | 25.9% | 23.1% | 33.3% |
| (2) | 16 | 3 | 7 | 4 | 0 | 0 | 1 | 3 | 1 |
| | 8.5% | 13.6% | 10.9% | 8.3% | -% | -% | 3.7% | 11.5% | 4.8% |
| (3) | 19 | 1 | 10 | 4 | 2 | 3 | 4 | 1 | 2 |
| | 10.1% | 4.5% | 15.6% | 8.3% | 14.3% | 7.9% | 14.8% | 3.8% | 9.5% |
| (4) | 21 | 1 | 5 | 4 | 4 | 8 | 3 | 2 | 3 |
| | 11.2% | 4.5% | 7.8% | 8.3% | 28.6% | 21.1% | 11.1% | 7.7% | 14.3% |
| (5) | 35 | 6 | 9 | 12 | 2 | 7 | 5 | 7 | 4 |
| | 18.6% | 27.3% | 14.1% | 25.0% | 14.3% | 18.4% | 18.5% | 26.9% | 19.0% |
| (6) | 27 | 3 | 8 | 7 | 3 | 6 | 3 | 3 | 2 |
| | 14.4% | 13.6% | 12.5% | 14.6% | 21.4% | 15.8% | 11.1% | 11.5% | 9.5% |
| LEAST IMPORTANT (7) | 31 | 4 | 12 | 5 | 0 | 3 | 4 | 4 | 2 |
| | 16.5% | 18.2% | 18.8% | 10.4% | -% | 7.9% | 14.8% | 15.4% | 9.5% |
| BASE | 188 | 22 | 64 | 48 | 14 | 38 | 27 | 26 | 21 |
| MEAN | 4.07 | 4.23 | 3.97 | 3.85 | 3.79 | 3.79 | 3.85 | 4.00 | 3.48 |
| SIGMA | 188 | 22 | 64 | 48 | 14 | 38 | 27 | 26 | 21 |
| | 100.0 | 99.9 | 100.0 | 99.9 | 100.0 | 100.0 | 99.9 | 99.9 | 99.9 |

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TAX POLICY
Q.13- RANK THE FOLLOWING ISSUES IN THEIR ORDER OF IMPORTANCE TO YOU:
"EXPAND R&D CREDIT"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 13 | 2 | 3 | 5 | 0 | 2 | 3 | 1 | 1 |
| TOTAL ANSWERING | 189 | 22 | 65 | 49 | 14 | 38 | 27 | 26 | 21 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| EXPAND R&D CREDIT | | | | | | | | | |
| MOST IMPORTANT (1) | 5 | 0 | 2 | 0 | 0 | 0 | 2 | 1 | 0 |
| | 2.6% | -% | 3.1% | -% | -% | -% | 7.4% | 3.8% | -% |
| (2) | 12 | 2 | 4 | 2 | 1 | 2 | 2 | 1 | 1 |
| | 6.3% | 9.1% | 6.2% | 4.1% | 7.1% | 5.3% | 7.4% | 3.8% | 4.8% |
| (3) | 26 | 5 | 9 | 6 | 0 | 6 | 5 | 3 | 4 |
| | 13.8% | 22.7% | 13.8% | 12.2% | -% | 15.8% | 18.5% | 11.5% | 19.0% |
| (4) | 33 | 3 | 12 | 8 | 1 | 4 | 7 | 4 | 4 |
| | 17.5% | 13.6% | 18.5% | 16.3% | 7.1% | 10.5% | 25.9% | 15.4% | 19.0% |
| (5) | 31 | 4 | 11 | 10 | 6 | 8 | 2 | 2 | 2 |
| | 16.4% | 18.2% | 16.9% | 20.4% | 42.9% | 21.1% | 7.4% | 7.7% | 9.5% |
| (6) | 36 | 4 | 12 | 8 | 2 | 8 | 5 | 8 | 7 |
| | 19.0% | 18.2% | 18.5% | 16.3% | 14.3% | 21.1% | 18.5% | 30.8% | 33.3% |
| LEAST IMPORTANT (7) | 46 | 4 | 15 | 15 | 4 | 10 | 4 | 7 | 3 |
| | 24.3% | 18.2% | 23.1% | 30.6% | 28.6% | 26.3% | 14.8% | 26.9% | 14.3% |
| BASE | 189 | 22 | 65 | 49 | 14 | 38 | 27 | 26 | 21 |
| MEAN | 4.93 | 4.68 | 4.88 | 5.24 | 5.43 | 5.16 | 4.33 | 5.19 | 4.90 |
| SIGMA | 189 | 22 | 65 | 49 | 14 | 38 | 27 | 26 | 21 |
| | 99.9 | 100.0 | 100.1 | 99.9 | 100.0 | 100.1 | 99.9 | 99.9 | 99.9 |

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TAX POLICY

Q.14- WHETHER THE 1990 BUDGET AGREEMENT SHOULD BE DISCARDED FOR A PRO-GROWTH BUSINESS ORIENTED TAX INCENTIVE BUDGET

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 9 | 2 | 0 | 2 | 0 | 2 | 4 | 2 | 0 |
| TOTAL ANSWERING | 193 | 22 | 68 | 52 | 14 | 38 | 26 | 25 | 22 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 141 | 16 | 50 | 39 | 10 | 28 | 17 | 19 | 15 |
| | 73.1% | 72.7% | 73.5% | 75.0% | 71.4% | 73.7% | 65.4% | 76.0% | 68.2% |
| NO | 52 | 6 | 18 | 13 | 4 | 10 | 9 | 6 | 7 |
| | 26.9% | 27.3% | 26.5% | 25.0% | 28.6% | 26.3% | 34.6% | 24.0% | 31.8% |
| SIGMA | 193 | 22 | 68 | 52 | 14 | 38 | 26 | 25 | 22 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

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TAX POLICY

Q.15- WHETHER WOULD TRADE A REDUCTION IN MILITARY SPENDING (PEACE DIVIDEND) FOR BUSINESS-RELATED TAX INCENTIVES

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 6 | 3 | 1 | 2 | 0 | 0 | 1 | 1 | 0 |
| TOTAL ANSWERING | 196 | 21 | 67 | 52 | 14 | 40 | 29 | 26 | 22 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 174 | 21 | 63 | 41 | 14 | 36 | 27 | 23 | 21 |
| | 88.8% | 100.0% | 94.0% | 78.8% | 100.0% | 90.0% | 93.1% | 88.5% | 95.5% |
| NO | 22 | 0 | 4 | 11 | 0 | 4 | 2 | 3 | 1 |
| | 11.2% | -% | 6.0% | 21.2% | -% | 10.0% | 6.9% | 11.5% | 4.5% |
| SIGMA | 196 | 21 | 67 | 52 | 14 | 40 | 29 | 26 | 22 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

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TAX POLICY

Q.16- WHETHER WOULD TRADE A SURTAX ON INCOMES OVER $500,00 FOR A BUSINESS-RELATED TAX INCENTIVE

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 7 | 2 | 2 | 2 | 0 | 1 | 2 | 0 | 0 |
| TOTAL ANSWERING | 195 | 22 | 66 | 52 | 14 | 39 | 28 | 27 | 22 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 138 | 14 | 52 | 41 | 10 | 27 | 15 | 17 | 15 |
| | 70.8% | 63.6% | 78.8% | 78.8% | 71.4% | 69.2% | 53.6% | 63.0% | 68.2% |
| NO | 57 | 8 | 14 | 11 | 4 | 12 | 13 | 10 | 7 |
| | 29.2% | 36.4% | 21.2% | 21.2% | 28.6% | 30.8% | 46.4% | 37.0% | 31.8% |
| SIGMA | 195 | 22 | 66 | 52 | 14 | 39 | 28 | 27 | 22 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |



*=LESS THAN .5%

TAX POLICY

Q.17- SIGNIFICANCE OF ISSUE TO YOUR COMPANY - PERMITTING A COMPANY TO AMORTIZE, FOR TAX PURPOSES, ALL INTANGIBLE ASSETS OVER A 14-YEAR TIME PERIOD

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 6 | 2 | 1 | 2 | 0 | 0 | 1 | 0 | 0 |
| TOTAL ANSWERING | 196 | 22 | 67 | 52 | 14 | 40 | 29 | 27 | 22 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| VERY SIGNIFICANT | 20 | 4 | 10 | 4 | 2 | 6 | 2 | 2 | 1 |
| | 10.2% | 18.2% | 14.9% | 7.7% | 14.3% | 15.0% | 6.9% | 7.4% | 4.5% |
| SIGNIFICANT | 98 | 10 | 30 | 31 | 9 | 24 | 14 | 14 | 10 |
| | 50.0% | 45.5% | 44.8% | 59.6% | 64.3% | 60.0% | 48.3% | 51.9% | 45.5% |
| NO INTEREST | 78 | 8 | 27 | 17 | 3 | 10 | 13 | 11 | 11 |
| | 39.8% | 36.4% | 40.3% | 32.7% | 21.4% | 25.0% | 44.8% | 40.7% | 50.0% |
| SIGMA | 196 | 22 | 67 | 52 | 14 | 40 | 29 | 27 | 22 |
| | 100.0 | 100.1 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

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ENVIRONMENTAL ISSUES

Q.18- IN THE LAST YEAR HAVE YOU HAD A PROBLEM WITH THE FEDERAL, STATE OR LOCAL GOVERNMENT REGARDING: "AIR POLLUTION"

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 3 | 0 | 1 | 2 | 1 | 1 | 0 | 0 | 1 |
| TOTAL ANSWERING | 199 | 24 | 67 | 52 | 13 | 39 | 30 | 27 | 21 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 35 | 3 | 16 | 5 | 0 | 4 | 4 | 8 | 5 |
| | 17.6% | 12.5% | 23.9% | 9.6% | -% | 10.3% | 13.3% | 29.6% | 23.8% |
| NO | 164 | 21 | 51 | 47 | 13 | 35 | 26 | 19 | 16 |
| | 82.4% | 87.5% | 76.1% | 90.4% | 100.0% | 89.7% | 86.7% | 70.4% | 76.2% |
| SIGMA | 199 | 24 | 67 | 52 | 13 | 39 | 30 | 27 | 21 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |



*=LESS THAN .5%

ENVIRONMENTAL ISSUES

Q.18- IN THE LAST YEAR HAVE YOU HAD A PROBLEM WITH THE FEDERAL, STATE OR LOCAL GOVERNMENT REGARDING: "DISPOSAL OF HAZARDOUS WASTE"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 3 | 0 | 1 | 2 | 1 | 1 | 0 | 0 | 1 |
| TOTAL ANSWERING | 199 | 24 | 67 | 52 | 13 | 39 | 30 | 27 | 21 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 63 | 5 | 23 | 18 | 2 | 7 | 9 | 12 | 7 |
| | 31.7% | 20.8% | 34.3% | 34.6% | 15.4% | 17.9% | 30.0% | 44.4% | 33.3% |
| NO | 136 | 19 | 44 | 34 | 11 | 32 | 21 | 15 | 14 |
| | 68.3% | 79.2% | 65.7% | 65.4% | 84.6% | 82.1% | 70.0% | 55.6% | 66.7% |
| SIGMA | 199 | 24 | 67 | 52 | 13 | 39 | 30 | 27 | 21 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

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ENVIRONMENTAL ISSUES

Q.18- IN THE LAST YEAR HAVE YOU HAD A PROBLEM WITH THE FEDERAL, STATE OR LOCAL GOVERNMENT REGARDING: "DISPOSAL OF NON-HAZARDOUS WASTE"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 3 | 0 | 0 | 2 | 0 | 0 | 0 | 1 | 0 |
| TOTAL ANSWERING | 199 | 24 | 68 | 52 | 14 | 40 | 30 | 26 | 22 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 42 | 5 | 16 | 12 | 4 | 5 | 3 | 9 | 4 |
| | 21.1% | 20.8% | 23.5% | 23.1% | 28.6% | 12.5% | 10.0% | 34.6% | 18.2% |
| NO | 157 | 19 | 52 | 40 | 10 | 35 | 27 | 17 | 18 |
| | 78.9% | 79.2% | 76.5% | 76.9% | 71.4% | 87.5% | 90.0% | 65.4% | 81.8% |
| SIGMA | 199 | 24 | 68 | 52 | 14 | 40 | 30 | 26 | 22 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |



*=LESS THAN .5%

ENVIRONMENTAL ISSUES

Q.18- IN THE LAST YEAR HAVE YOU HAD A PROBLEM WITH THE FEDERAL, STATE OR LOCAL GOVERNMENT REGARDING: "REGULATION OF UNDERGROUND STORAGE TANKS"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 5 | 0 | 1 | 2 | 1 | 1 | 2 | 0 | 1 |
| TOTAL ANSWERING | 197 | 24 | 67 | 52 | 13 | 39 | 28 | 27 | 21 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 41 | 6 | 10 | 13 | 2 | 6 | 7 | 9 | 5 |
| | 20.8% | 25.0% | 14.9% | 25.0% | 15.4% | 15.4% | 25.0% | 33.3% | 23.8% |
| NO | 156 | 18 | 57 | 39 | 11 | 33 | 21 | 18 | 16 |
| | 79.2% | 75.0% | 85.1% | 75.0% | 84.6% | 84.6% | 75.0% | 66.7% | 76.2% |
| SIGMA | 197 | 24 | 67 | 52 | 13 | 39 | 28 | 27 | 21 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

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ENVIRONMENTAL ISSUES

Q.18- IN THE LAST YEAR HAVE YOU HAD A PROBLEM WITH THE FEDERAL, STATE OR LOCAL GOVERNMENT REGARDING: "INFORMING COMMUNITY ABOUT THE USE OF HAZARDOUS SUBSTANCE"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 4 | 0 | 1 | 3 | 1 | 1 | 0 | 0 | 1 |
| TOTAL ANSWERING | 198 | 24 | 67 | 51 | 13 | 39 | 30 | 27 | 21 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 26 | 3 | 8 | 6 | 0 | 1 | 6 | 6 | 2 |
| | 13.1% | 12.5% | 11.9% | 11.8% | -% | 2.6% | 20.0% | 22.2% | 9.5% |
| NO | 172 | 21 | 59 | 45 | 13 | 38 | 24 | 21 | 19 |
| | 86.9% | 87.5% | 88.1% | 88.2% | 100.0% | 97.4% | 80.0% | 77.8% | 90.5% |
| SIGMA | 198 | 24 | 67 | 51 | 13 | 39 | 30 | 27 | 21 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

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ENVIRONMENTAL ISSUES

Q.18- IN THE LAST YEAR HAVE YOU HAD A PROBLEM WITH THE FEDERAL, STATE OR LOCAL GOVERNMENT REGARDING: "INFORMING WORKERS ABOUT THE USE OF HAZARDOUS SUBSTANCES"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 3 | 0 | 1 | 2 | 1 | 1 | 0 | 0 | 1 |
| TOTAL ANSWERING | 199 | 24 | 67 | 52 | 13 | 39 | 30 | 27 | 21 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 39 | 4 | 12 | 11 | 2 | 4 | 6 | 8 | 3 |
| | 19.6% | 16.7% | 17.9% | 21.2% | 15.4% | 10.3% | 20.0% | 29.6% | 14.3% |
| NO | 160 | 20 | 55 | 41 | 11 | 35 | 24 | 19 | 18 |
| | 80.4% | 83.3% | 82.1% | 78.8% | 84.6% | 89.7% | 80.0% | 70.4% | 85.7% |
| SIGMA | 199 | 24 | 67 | 52 | 13 | 39 | 30 | 27 | 21 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

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ENVIRONMENTAL ISSUES

Q.18- IN THE LAST YEAR HAVE YOU HAD A PROBLEM WITH THE FEDERAL, STATE OR LOCAL GOVERNMENT REGARDING:
"STORM WATER DISCHARGE"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 5 | 0 | 1 | 3 | 1 | 1 | 0 | 1 | 1 |
| TOTAL ANSWERING | 197 | 24 | 67 | 51 | 13 | 39 | 30 | 26 | 21 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 26 | 2 | 8 | 9 | 0 | 3 | 6 | 3 | 2 |
| | 13.2% | 8.3% | 11.9% | 17.6% | -% | 7.7% | 20.0% | 11.5% | 9.5% |
| NO | 171 | 22 | 59 | 42 | 13 | 36 | 24 | 23 | 19 |
| | 86.8% | 91.7% | 88.1% | 82.4% | 100.0% | 92.3% | 80.0% | 88.5% | 90.5% |
| SIGMA | 197 | 24 | 67 | 51 | 13 | 39 | 30 | 26 | 21 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

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ENVIRONMENTAL ISSUES

Q.19- WHETHER HAD ANY PROBLEMS SECURING FINANCING BECAUSE OF LENDER LIABILITY FOR ENVIRONMENTAL PROBLEMS

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| TOTAL ANSWERING | 201 | 24 | 68 | 53 | 14 | 40 | 30 | 27 | 22 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 12 | 4 | 3 | 3 | 2 | 2 | 2 | 3 | 0 |
| | 6.0% | 16.7% | 4.4% | 5.7% | 14.3% | 5.0% | 6.7% | 11.1% | -% |
| NO | 189 | 20 | 65 | 50 | 12 | 38 | 28 | 24 | 22 |
| | 94.0% | 83.3% | 95.6% | 94.3% | 85.7% | 95.0% | 93.3% | 88.9% | 100.0% |
| SIGMA | 201 | 24 | 68 | 53 | 14 | 40 | 30 | 27 | 22 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

ENVIRONMENTAL ISSUES
Q.20A- WHETHER USE RECYCLED MATERIALS IN YOUR PRODUCTS

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 2 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| TOTAL ANSWERING | 200 | 23 | 68 | 53 | 14 | 40 | 30 | 27 | 22 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 111 | 12 | 32 | 27 | 8 | 27 | 19 | 21 | 13 |
| | 55.5% | 52.2% | 47.1% | 50.9% | 57.1% | 67.5% | 63.3% | 77.8% | 59.1% |
| NO | 89 | 11 | 36 | 26 | 6 | 13 | 11 | 6 | 9 |
| | 44.5% | 47.8% | 52.9% | 49.1% | 42.9% | 32.5% | 36.7% | 22.2% | 40.9% |
| SIGMA | 200 | 23 | 68 | 53 | 14 | 40 | 30 | 27 | 22 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

ENVIRONMENTAL ISSUES
Q.20B- WHETHER USE RECYCLED MATERIALS IN YOUR PACKAGING

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
|---|---|---|---|---|---|---|---|---|---|
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 4 | 0 | 1 | 2 | 0 | 0 | 0 | 0 | 1 |
| TOTAL ANSWERING | 198 | 24 | 67 | 52 | 14 | 40 | 30 | 27 | 21 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 145 | 16 | 45 | 34 | 12 | 33 | 25 | 25 | 15 |
| | 73.2% | 66.7% | 67.2% | 65.4% | 85.7% | 82.5% | 83.3% | 92.6% | 71.4% |
| NO | 53 | 8 | 22 | 18 | 2 | 7 | 5 | 2 | 6 |
| | 26.8% | 33.3% | 32.8% | 34.6% | 14.3% | 17.5% | 16.7% | 7.4% | 28.6% |
| SIGMA | 198 | 24 | 67 | 52 | 14 | 40 | 30 | 27 | 21 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

ENVIRONMENTAL ISSUES

Q.20C- WHETHER ADVERTISE THE RECYCLED CONTENT OF PRODUCTS OR PACKAGING

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 3 | 0 | 0 | 1 | 0 | 1 | 0 | 1 | 1 |
| TOTAL ANSWERING | 199 | 24 | 68 | 53 | 14 | 39 | 30 | 26 | 21 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 54 | 6 | 17 | 12 | 3 | 15 | 11 | 7 | 5 |
| | 27.1% | 25.0% | 25.0% | 22.6% | 21.4% | 38.5% | 36.7% | 26.9% | 23.8% |
| NO | 145 | 18 | 51 | 41 | 11 | 24 | 19 | 19 | 16 |
| | 72.9% | 75.0% | 75.0% | 77.4% | 78.6% | 61.5% | 63.3% | 73.1% | 76.2% |
| SIGMA | 199 | 24 | 68 | 53 | 14 | 39 | 30 | 26 | 21 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |



*=LESS THAN .5%

INTERNATIONAL TRADE
Q.21- IMPACT IMPORTS HAD ON COMPANY'S SALES IN 1991

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| TOTAL ANSWERING | 201 | 24 | 68 | 53 | 14 | 40 | 30 | 27 | 22 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| SIGNIFICANT IMPACT | 48 | 4 | 18 | 16 | 4 | 10 | 6 | 6 | 4 |
| | 23.9% | 16.7% | 26.5% | 30.2% | 28.6% | 25.0% | 20.0% | 22.2% | 18.2% |
| MINOR BUT GROWING IMPACT | 98 | 9 | 36 | 29 | 5 | 24 | 12 | 6 | 11 |
| | 48.8% | 37.5% | 52.9% | 54.7% | 35.7% | 60.0% | 40.0% | 22.2% | 50.0% |
| NO IMPACT AT ALL | 55 | 11 | 14 | 8 | 5 | 6 | 12 | 15 | 7 |
| | 27.4% | 45.8% | 20.6% | 15.1% | 35.7% | 15.0% | 40.0% | 55.6% | 31.8% |
| SIGMA | 201 | 24 | 68 | 53 | 14 | 40 | 30 | 27 | 22 |
| | 100.1 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

INTERNATIONAL TRADE

Q.22A- ASSESSMENT OF REASONS FOR IMPORT PENETRATION IN THE DOMESTIC HARDLINES INDUSTRY: "PRICE OF IMPORT"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 7 | 3 | 3 | 1 | 0 | 0 | 1 | 1 | 1 |
| TOTAL ANSWERING | 195 | 21 | 65 | 53 | 14 | 40 | 29 | 26 | 21 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| PRICE OF IMPORT | | | | | | | | | |
| VERY IMPORTANT (3) | 158 | 19 | 56 | 45 | 10 | 29 | 24 | 21 | 16 |
| | 81.0% | 90.5% | 86.2% | 84.9% | 71.4% | 72.5% | 82.8% | 80.8% | 76.2% |
| MODERATELY IMPORTANT (2) | 30 | 0 | 9 | 6 | 3 | 10 | 5 | 3 | 4 |
| | 15.4% | -% | 13.8% | 11.3% | 21.4% | 25.0% | 17.2% | 11.5% | 19.0% |
| NOT IMPORTANT (1) | 7 | 2 | 0 | 2 | 1 | 1 | 0 | 2 | 1 |
| | 3.6% | 9.5% | -% | 3.8% | 7.1% | 2.5% | -% | 7.7% | 4.8% |
| BASE | 195 | 21 | 65 | 53 | 14 | 40 | 29 | 26 | 21 |
| MEAN | 2.77 | 2.81 | 2.86 | 2.81 | 2.64 | 2.70 | 2.83 | 2.73 | 2.71 |
| SIGMA | 195 | 21 | 65 | 53 | 14 | 40 | 29 | 26 | 21 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 99.9 | 100.0 | 100.0 | 100.0 | 100.0 |



*=LESS THAN .5%

INTERNATIONAL TRADE

Q.22B- ASSESSMENT OF REASONS FOR IMPORT PENETRATION IN THE DOMESTIC HARDLINES INDUSTRY: "VALUE OF U.S. DOLLAR"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 7 | 3 | 3 | 1 | 0 | 0 | 1 | 1 | 1 |
| TOTAL ANSWERING | 195 | 21 | 65 | 53 | 14 | 40 | 29 | 26 | 21 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| VALUE OF U.S. DOLLAR | | | | | | | | | |
| VERY IMPORTANT (3) | 58 | 4 | 14 | 17 | 4 | 11 | 11 | 12 | 5 |
| | 29.7% | 19.0% | 21.5% | 32.1% | 28.6% | 27.5% | 37.9% | 46.2% | 23.8% |
| MODERATELY IMPORTANT (2) | 126 | 15 | 48 | 33 | 10 | 28 | 18 | 12 | 13 |
| | 64.6% | 71.4% | 73.8% | 62.3% | 71.4% | 70.0% | 62.1% | 46.2% | 61.9% |
| NOT IMPORTANT (1) | 11 | 2 | 3 | 3 | 0 | 1 | 0 | 2 | 3 |
| | 5.6% | 9.5% | 4.6% | 5.7% | -% | 2.5% | -% | 7.7% | 14.3% |
| BASE | 195 | 21 | 65 | 53 | 14 | 40 | 29 | 26 | 21 |
| MEAN | 2.24 | 2.10 | 2.17 | 2.26 | 2.29 | 2.25 | 2.38 | 2.38 | 2.10 |
| SIGMA | 195 | 21 | 65 | 53 | 14 | 40 | 29 | 26 | 21 |
| | 99.9 | 99.9 | 99.9 | 100.1 | 100.0 | 100.0 | 100.0 | 100.1 | 100.0 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

INTERNATIONAL TRADE

Q.22C- ASSESSMENT OF REASONS FOR IMPORT PENETRATION IN THE DOMESTIC HARDLINES INDUSTRY: "QUALITY OF IMPORTS"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 8 | 4 | 3 | 1 | 0 | 0 | 1 | 2 | 1 |
| TOTAL ANSWERING | 194 | 20 | 65 | 53 | 14 | 40 | 29 | 25 | 21 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| QUALITY OF IMPORTS | | | | | | | | | |
| VERY IMPORTANT (3) | 57 | 9 | 20 | 16 | 7 | 13 | 10 | 10 | 4 |
| | 29.4% | 45.0% | 30.8% | 30.2% | 50.0% | 32.5% | 34.5% | 40.0% | 19.0% |
| MODERATELY IMPORTANT (2) | 100 | 5 | 31 | 30 | 5 | 20 | 13 | 13 | 11 |
| | 51.5% | 25.0% | 47.7% | 56.6% | 35.7% | 50.0% | 44.8% | 52.0% | 52.4% |
| NOT IMPORTANT (1) | 37 | 6 | 14 | 7 | 2 | 7 | 6 | 2 | 6 |
| | 19.1% | 30.0% | 21.5% | 13.2% | 14.3% | 17.5% | 20.7% | 8.0% | 28.6% |
| BASE | 194 | 20 | 65 | 53 | 14 | 40 | 29 | 25 | 21 |
| MEAN | 2.10 | 2.15 | 2.09 | 2.17 | 2.36 | 2.15 | 2.14 | 2.32 | 1.90 |
| SIGMA | 194 | 20 | 65 | 53 | 14 | 40 | 29 | 25 | 21 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |



*=LESS THAN .5%

INTERNATIONAL TRADE

Q.22D- ASSESSMENT OF REASONS FOR IMPORT PENETRATION IN THE DOMESTIC HARDLINES INDUSTRY: "NON-COMPETITIVE U.S. LABOR COSTS"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 8 | 3 | 3 | 1 | 0 | 1 | 2 | 1 | 1 |
| TOTAL ANSWERING | 194 | 21 | 65 | 53 | 14 | 39 | 28 | 26 | 21 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| NON-COMPETITIVE U.S. LABOR COSTS | | | | | | | | | |
| VERY IMPORTANT (3) | 116 | 14 | 47 | 28 | 9 | 24 | 15 | 18 | 15 |
| | 59.8% | 66.7% | 72.3% | 52.8% | 64.3% | 61.5% | 53.6% | 69.2% | 71.4% |
| MODERATELY IMPORTANT (2) | 70 | 6 | 16 | 22 | 5 | 15 | 13 | 7 | 4 |
| | 36.1% | 28.6% | 24.6% | 41.5% | 35.7% | 38.5% | 46.4% | 26.9% | 19.0% |
| NOT IMPORTANT (1) | 8 | 1 | 2 | 3 | 0 | 0 | 0 | 1 | 2 |
| | 4.1% | 4.8% | 3.1% | 5.7% | -% | -% | -% | 3.8% | 9.5% |
| BASE | 194 | 21 | 65 | 53 | 14 | 39 | 28 | 26 | 21 |
| MEAN | 2.56 | 2.62 | 2.69 | 2.47 | 2.64 | 2.62 | 2.54 | 2.65 | 2.62 |
| SIGMA | 194 | 21 | 65 | 53 | 14 | 39 | 28 | 26 | 21 |
| | 100.0 | 100.1 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 99.9 | 99.9 |



*=LESS THAN .5%

INTERNATIONAL TRADE
Q.22E- ASSESSMENT OF REASONS FOR IMPORT PENETRATION IN THE DOMESTIC HARDLINES INDUSTRY:
"CONSUMER ACCEPTANCE OF IMPORTS"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 8 | 4 | 3 | 1 | 0 | 0 | 1 | 1 | 1 |
| TOTAL ANSWERING | 194 | 20 | 65 | 53 | 14 | 40 | 29 | 26 | 21 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| CONSUMER ACCEPTANCE OF IMPORTS | | | | | | | | | |
| VERY IMPORTANT (3) | 85 | 9 | 29 | 21 | 6 | 21 | 15 | 14 | 7 |
| | 43.8% | 45.0% | 44.6% | 39.6% | 42.9% | 52.5% | 51.7% | 53.8% | 33.3% |
| MODERATELY IMPORTANT (2) | 92 | 7 | 33 | 25 | 8 | 18 | 13 | 7 | 12 |
| | 47.4% | 35.0% | 50.8% | 47.2% | 57.1% | 45.0% | 44.8% | 26.9% | 57.1% |
| NOT IMPORTANT (1) | 17 | 4 | 3 | 7 | 0 | 1 | 1 | 5 | 2 |
| | 8.8% | 20.0% | 4.6% | 13.2% | -% | 2.5% | 3.4% | 19.2% | 9.5% |
| BASE | 194 | 20 | 65 | 53 | 14 | 40 | 29 | 26 | 21 |
| MEAN | 2.35 | 2.25 | 2.40 | 2.26 | 2.43 | 2.50 | 2.48 | 2.35 | 2.24 |
| SIGMA | 194 | 20 | 65 | 53 | 14 | 40 | 29 | 26 | 21 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 99.9 | 99.9 | 99.9 |


*=LESS THAN .5%

INTERNATIONAL TRADE
Q.22F- ASSESSMENT OF REASONS FOR IMPORT PENETRATION IN THE DOMESTIC HARDLINES INDUSTRY:
"UNFAIR FOREIGN TRADE PRACTICES"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 9 | 5 | 4 | 1 | 1 | 0 | 1 | 1 | 1 |
| TOTAL ANSWERING | 193 | 19 | 64 | 53 | 13 | 40 | 29 | 26 | 21 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| UNFAIR FOREIGN TRADE PRACTICES | | | | | | | | | |
| VERY IMPORTANT (3) | 85 | 11 | 27 | 17 | 8 | 25 | 11 | 13 | 8 |
| | 44.0% | 57.9% | 42.2% | 32.1% | 61.5% | 62.5% | 37.9% | 50.0% | 38.1% |
| MODERATELY IMPORTANT (2) | 82 | 6 | 28 | 26 | 4 | 13 | 14 | 11 | 10 |
| | 42.5% | 31.6% | 43.8% | 49.1% | 30.8% | 32.5% | 48.3% | 42.3% | 47.6% |
| NOT IMPORTANT (1) | 26 | 2 | 9 | 10 | 1 | 2 | 4 | 2 | 3 |
| | 13.5% | 10.5% | 14.1% | 18.9% | 7.7% | 5.0% | 13.8% | 7.7% | 14.3% |
| BASE | 193 | 19 | 64 | 53 | 13 | 40 | 29 | 26 | 21 |
| MEAN | 2.31 | 2.47 | 2.28 | 2.13 | 2.54 | 2.58 | 2.24 | 2.42 | 2.24 |
| SIGMA | 193 | 19 | 64 | 53 | 13 | 40 | 29 | 26 | 21 |
| | 100.0 | 100.0 | 100.1 | 100.1 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

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INTERNATIONAL TRADE

Q.22G- ASSESSMENT OF REASONS FOR IMPORT PENETRATION IN THE DOMESTIC HARDLINES INDUSTRY:
"CUSTOMERS LACK OF UNDERSTANDING OF TOTAL PROCUREMENT COSTS"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 11 | 5 | 4 | 1 | 0 | 0 | 2 | 3 | 1 |
| TOTAL ANSWERING | 191 | 19 | 64 | 53 | 14 | 40 | 28 | 24 | 21 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| CUSTOMERS LACK OF UNDERSTANDING OF TOTAL PROCUREMENT COSTS | | | | | | | | | |
| VERY IMPORTANT (3) | 61 | 4 | 23 | 17 | 6 | 16 | 9 | 6 | 6 |
| | 31.9% | 21.1% | 35.9% | 32.1% | 42.9% | 40.0% | 32.1% | 25.0% | 28.6% |
| MODERATELY IMPORTANT (2) | 78 | 9 | 25 | 21 | 4 | 14 | 13 | 14 | 6 |
| | 40.8% | 47.4% | 39.1% | 39.6% | 28.6% | 35.0% | 46.4% | 58.3% | 28.6% |
| NOT IMPORTANT (1) | 52 | 6 | 16 | 15 | 4 | 10 | 6 | 4 | 9 |
| | 27.2% | 31.6% | 25.0% | 28.3% | 28.6% | 25.0% | 21.4% | 16.7% | 42.9% |
| BASE | 191 | 19 | 64 | 53 | 14 | 40 | 28 | 24 | 21 |
| MEAN | 2.05 | 1.89 | 2.11 | 2.04 | 2.14 | 2.15 | 2.11 | 2.08 | 1.86 |
| SIGMA | 191 | 19 | 64 | 53 | 14 | 40 | 28 | 24 | 21 |
| | 99.9 | 100.1 | 100.0 | 100.0 | 100.1 | 100.0 | 99.9 | 100.0 | 100.1 |


*=LESS THAN .5%

INTERNATIONAL TRADE
Q.23- WHETHER COMPANY CURRENTLY EXPORTS

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
|---|---|---|---|---|---|---|---|---|---|
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 2 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| TOTAL ANSWERING | 200 | 23 | 68 | 53 | 14 | 40 | 30 | 27 | 22 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 179 | 19 | 63 | 50 | 11 | 33 | 26 | 25 | 21 |
| | 89.5% | 82.6% | 92.6% | 94.3% | 78.6% | 82.5% | 86.7% | 92.6% | 95.5% |
| NO | 21 | 4 | 5 | 3 | 3 | 7 | 4 | 2 | 1 |
| | 10.5% | 17.4% | 7.4% | 5.7% | 21.4% | 17.5% | 13.3% | 7.4% | 4.5% |
| SIGMA | 200 | 23 | 68 | 53 | 14 | 40 | 30 | 27 | 22 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

INTERNATIONAL TRADE
Q.23- PERCENTAGE OF FIRM'S TOTAL DOLLAR SALES FROM EXPORT

BASE: COMPANY CURRENTLY EXPORTS

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 179 | 19 | 63 | 50 | 11 | 33 | 26 | 25 | 21 |
| NO ANSWER | 13 | 3 | 6 | 1 | 1 | 3 | 2 | 3 | 2 |
| TOTAL ANSWERING | 166 | 16 | 57 | 49 | 10 | 30 | 24 | 22 | 19 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| 1% | 17 | 1 | 7 | 4 | 0 | 3 | 3 | 3 | 2 |
| | 10.2% | 6.3% | 12.3% | 8.2% | -% | 10.0% | 12.5% | 13.6% | 10.5% |
| 2% | 22 | 4 | 6 | 5 | 1 | 5 | 8 | 2 | 1 |
| | 13.3% | 25.0% | 10.5% | 10.2% | 10.0% | 16.7% | 33.3% | 9.1% | 5.3% |
| 3% | 16 | 2 | 7 | 4 | 4 | 4 | 1 | 3 | 3 |
| | 9.6% | 12.5% | 12.3% | 8.2% | 40.0% | 13.3% | 4.2% | 13.6% | 15.8% |
| 4% | 7 | 0 | 2 | 3 | 0 | 0 | 2 | 1 | 0 |
| | 4.2% | -% | 3.5% | 6.1% | -% | -% | 8.3% | 4.5% | -% |
| 5% | 30 | 4 | 9 | 8 | 3 | 7 | 6 | 4 | 3 |
| | 18.1% | 25.0% | 15.8% | 16.3% | 30.0% | 23.3% | 25.0% | 18.2% | 15.8% |
| 6% | 3 | 0 | 2 | 0 | 1 | 0 | 0 | 0 | 1 |
| | 1.8% | -% | 3.5% | -% | 10.0% | -% | -% | -% | 5.3% |
| 7% | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| | .6% | -% | 1.8% | -% | -% | -% | -% | -% | -% |
| 8% | 16 | 1 | 4 | 5 | 1 | 1 | 1 | 2 | 5 |
| | 9.6% | 6.3% | 7.0% | 10.2% | 10.0% | 3.3% | 4.2% | 9.1% | 26.3% |
| 9% | 3 | 0 | 1 | 0 | 0 | 1 | 0 | 1 | 0 |
| | 1.8% | -% | 1.8% | -% | -% | 3.3% | -% | 4.5% | -% |
| 10% | 26 | 3 | 10 | 9 | 0 | 6 | 2 | 2 | 3 |
| | 15.7% | 18.8% | 17.5% | 18.4% | -% | 20.0% | 8.3% | 9.1% | 15.8% |
| 11% | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| | .6% | -% | -% | 2.0% | -% | -% | -% | -% | -% |
| 12% | 3 | 0 | 2 | 0 | 0 | 1 | 0 | 0 | 0 |
| | 1.8% | -% | 3.5% | -% | -% | 3.3% | -% | -% | -% |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

INTERNATIONAL TRADE
Q.23- PERCENTAGE OF FIRM'S TOTAL DOLLAR SALES FROM EXPORT

BASE: COMPANY CURRENTLY EXPORTS

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| 14% | 3 | 0 | 1 | 2 | 0 | 0 | 0 | 0 | 0 |
| | 1.8% | -% | 1.8% | 4.1% | -% | -% | -% | -% | -% |
| 15% | 5 | 0 | 1 | 3 | 0 | 0 | 0 | 1 | 0 |
| | 3.0% | -% | 1.8% | 6.1% | -% | -% | -% | 4.5% | -% |
| 16% | 2 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 |
| | 1.2% | -% | 1.8% | 2.0% | -% | -% | -% | -% | -% |
| 17% | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| | .6% | -% | -% | 2.0% | -% | -% | -% | -% | -% |
| 20% | 6 | 1 | 1 | 3 | 0 | 2 | 1 | 1 | 0 |
| | 3.6% | 6.3% | 1.8% | 6.1% | -% | 6.7% | 4.2% | 4.5% | -% |
| 25% | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| | .6% | -% | 1.8% | -% | -% | -% | -% | -% | -% |
| 30% | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 |
| | .6% | -% | -% | -% | -% | -% | -% | 4.5% | -% |
| 50% | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| | .6% | -% | 1.8% | -% | -% | -% | -% | -% | -% |
| 75% | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 |
| | .6% | -% | -% | -% | -% | -% | -% | 4.5% | 5.3% |
| BASE | 166 | 16 | 57 | 49 | 10 | 30 | 24 | 22 | 19 |
| MEAN | 7.47 | 5.81 | 7.32 | 7.86 | 4.30 | 6.30 | 4.50 | 10.23 | 9.42 |
| SIGMA | 166 | 16 | 57 | 49 | 10 | 30 | 24 | 22 | 19 |
| | 99.9 | 100.2 | 100.3 | 99.9 | 100.0 | 99.9 | 100.0 | 99.7 | 100.1 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

INTERNATIONAL TRADE
Q.24- WHETHER COMPANY FORECASTING HIGHER EXPORT SALES IN 1992

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 4 | 0 | 1 | 1 | 0 | 1 | 0 | 1 | 0 |
| TOTAL ANSWERING | 198 | 24 | 67 | 53 | 14 | 39 | 30 | 26 | 22 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 131 | 13 | 46 | 35 | 9 | 21 | 18 | 19 | 16 |
| | 66.2% | 54.2% | 68.7% | 66.0% | 64.3% | 53.8% | 60.0% | 73.1% | 72.7% |
| NO | 67 | 11 | 21 | 18 | 5 | 18 | 12 | 7 | 6 |
| | 33.8% | 45.8% | 31.3% | 34.0% | 35.7% | 46.2% | 40.0% | 26.9% | 27.3% |
| SIGMA | 198 | 24 | 67 | 53 | 14 | 39 | 30 | 26 | 22 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

INTERNATIONAL TRADE
Q.24- ESTIMATE OF PERCENTAGE INCREASE OF THESE SALES

BASE: COMPANY FORECASTING HIGHER EXPORT SALES IN 1992

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 131 | 13 | 46 | 35 | 9 | 21 | 18 | 19 | 16 |
| NO ANSWER | 17 | 3 | 8 | 4 | 1 | 6 | 2 | 1 | 0 |
| TOTAL ANSWERING | 114 | 10 | 38 | 31 | 8 | 15 | 16 | 18 | 16 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| 2% | 7 | 0 | 3 | 1 | 0 | 2 | 0 | 3 | 1 |
| | 6.1% | -% | 7.9% | 3.2% | -% | 13.3% | -% | 16.7% | 6.3% |
| 3% | 3 | 1 | 0 | 0 | 0 | 0 | 1 | 1 | 0 |
| | 2.6% | 10.0% | -% | -% | -% | -% | 6.3% | 5.6% | -% |
| 4% | 3 | 0 | 0 | 2 | 0 | 1 | 0 | 0 | 0 |
| | 2.6% | -% | -% | 6.5% | -% | 6.7% | -% | -% | -% |
| 5% | 12 | 0 | 9 | 1 | 1 | 2 | 0 | 1 | 3 |
| | 10.5% | -% | 23.7% | 3.2% | 12.5% | 13.3% | -% | 5.6% | 18.8% |
| 6% | 2 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 |
| | 1.8% | -% | -% | 3.2% | -% | -% | -% | -% | 6.3% |
| 7% | 4 | 1 | 1 | 1 | 0 | 0 | 1 | 0 | 1 |
| | 3.5% | 10.0% | 2.6% | 3.2% | -% | -% | 6.3% | -% | 6.3% |
| 8% | 2 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 |
| | 1.8% | -% | 2.6% | 3.2% | -% | -% | -% | -% | -% |
| 10% | 26 | 2 | 7 | 9 | 1 | 3 | 4 | 5 | 4 |
| | 22.8% | 20.0% | 18.4% | 29.0% | 12.5% | 20.0% | 25.0% | 27.8% | 25.0% |
| 12% | 1 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0 |
| | .9% | -% | -% | -% | -% | 6.7% | 6.3% | -% | -% |
| 15% | 8 | 1 | 2 | 4 | 1 | 0 | 0 | 1 | 1 |
| | 7.0% | 10.0% | 5.3% | 12.9% | 12.5% | -% | -% | 5.6% | 6.3% |
| 17% | 1 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 |
| | .9% | -% | 2.6% | -% | 12.5% | -% | -% | -% | -% |
| 20% | 14 | 1 | 4 | 2 | 1 | 2 | 4 | 1 | 0 |
| | 12.3% | 10.0% | 10.5% | 6.5% | 12.5% | 13.3% | 25.0% | 5.6% | -% |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

INTERNATIONAL TRADE
Q.24- ESTIMATE OF PERCENTAGE INCREASE OF THESE SALES

BASE: COMPANY FORECASTING HIGHER EXPORT SALES IN 1992

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| 25% | 7<br>6.1% | 0<br>-% | 4<br>10.5% | 2<br>6.5% | 2<br>25.0% | 2<br>13.3% | 1<br>6.3% | 0<br>-% | 1<br>6.3% |
| 30% | 3<br>2.6% | 0<br>-% | 1<br>2.6% | 2<br>6.5% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| 35% | 2<br>1.8% | 1<br>10.0% | 1<br>2.6% | 1<br>3.2% | 1<br>12.5% | 0<br>-% | 1<br>6.3% | 1<br>5.6% | 0<br>-% |
| 40% | 1<br>.9% | 0<br>-% | 1<br>2.6% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| 50% | 6<br>5.3% | 1<br>10.0% | 1<br>2.6% | 0<br>-% | 0<br>-% | 1<br>6.7% | 1<br>6.3% | 3<br>16.7% | 2<br>12.5% |
| 60% | 1<br>.9% | 0<br>-% | 1<br>2.6% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| 100% | 11<br>9.6% | 2<br>20.0% | 1<br>2.6% | 4<br>12.9% | 0<br>-% | 1<br>6.7% | 2<br>12.5% | 2<br>11.1% | 2<br>12.5% |
| BASE | 114 | 10 | 38 | 31 | 8 | 15 | 16 | 18 | 16 |
| MEAN | 23.46 | 35.00 | 17.84 | 24.87 | 19.00 | 20.00 | 28.25 | 26.89 | 25.63 |
| SIGMA | 114<br>100.0 | 10<br>100.0 | 38<br>99.7 | 31<br>100.0 | 8<br>100.0 | 15<br>100.0 | 16<br>100.3 | 18<br>100.3 | 16<br>100.3 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

INTERNATIONAL TRADE

Q.25- TREND OF COMPANY'S EXPORT SALES IN 1991 COMPARED WITH PREVIOUS YEAR

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 22 | 4 | 5 | 4 | 2 | 6 | 2 | 3 | 1 |
| TOTAL ANSWERING | 180 | 20 | 63 | 50 | 12 | 34 | 28 | 24 | 21 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| SIGNIFICANT INCREASE | 40 | 7 | 15 | 9 | 4 | 6 | 6 | 8 | 4 |
| | 22.2% | 35.0% | 23.8% | 18.0% | 33.3% | 17.6% | 21.4% | 33.3% | 19.0% |
| SLIGHT INCREASE | 73 | 4 | 21 | 22 | 3 | 13 | 13 | 10 | 9 |
| | 40.6% | 20.0% | 33.3% | 44.0% | 25.0% | 38.2% | 46.4% | 41.7% | 42.9% |
| STABLE | 44 | 6 | 18 | 12 | 5 | 12 | 7 | 4 | 6 |
| | 24.4% | 30.0% | 28.6% | 24.0% | 41.7% | 35.3% | 25.0% | 16.7% | 28.6% |
| SMALL DECLINE | 17 | 3 | 7 | 4 | 0 | 3 | 1 | 2 | 1 |
| | 9.4% | 15.0% | 11.1% | 8.0% | -% | 8.8% | 3.6% | 8.3% | 4.8% |
| SIGNIFICANT DECLINE | 6 | 0 | 2 | 3 | 0 | 0 | 1 | 0 | 1 |
| | 3.3% | -% | 3.2% | 6.0% | -% | -% | 3.6% | -% | 4.8% |
| SIGMA | 180 | 20 | 63 | 50 | 12 | 34 | 28 | 24 | 21 |
| | 99.9 | 100.0 | 100.0 | 100.0 | 100.0 | 99.9 | 100.0 | 100.0 | 100.1 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION

*=LESS THAN .5%

INTERNATIONAL TRADE

Q.26- COUNTRIES WHOSE EXPORTS ARE THE TOUGHEST FOREIGN COMPETITION FOR COMPANY

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 44 | 12 | 16 | 4 | 3 | 4 | 7 | 11 | 6 |
| TOTAL ANSWERING | 158 | 12 | 52 | 50 | 11 | 36 | 23 | 16 | 16 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| TAIWAN | 91 | 6 | 37 | 32 | 7 | 18 | 11 | 6 | 10 |
| | 57.6% | 50.0% | 71.2% | 64.0% | 63.6% | 50.0% | 47.8% | 37.5% | 62.5% |
| JAPAN | 53 | 6 | 19 | 22 | 4 | 12 | 5 | 5 | 1 |
| | 33.5% | 50.0% | 36.5% | 44.0% | 36.4% | 33.3% | 21.7% | 31.3% | 6.3% |
| CHINA | 48 | 2 | 16 | 14 | 3 | 9 | 8 | 6 | 5 |
| | 30.4% | 16.7% | 30.8% | 28.0% | 27.3% | 25.0% | 34.8% | 37.5% | 31.3% |
| KOREA | 35 | 2 | 14 | 12 | 1 | 6 | 2 | 3 | 2 |
| | 22.2% | 16.7% | 26.9% | 24.0% | 9.1% | 16.7% | 8.7% | 18.8% | 12.5% |
| GERMANY | 30 | 0 | 8 | 15 | 1 | 4 | 4 | 4 | 2 |
| | 19.0% | -% | 15.4% | 30.0% | 9.1% | 11.1% | 17.4% | 25.0% | 12.5% |
| CANADA | 21 | 2 | 7 | 3 | 1 | 3 | 6 | 3 | 0 |
| | 13.3% | 16.7% | 13.5% | 6.0% | 9.1% | 8.3% | 26.1% | 18.8% | -% |
| MEXICO | 18 | 1 | 4 | 3 | 1 | 10 | 3 | 2 | 1 |
| | 11.4% | 8.3% | 7.7% | 6.0% | 9.1% | 27.8% | 13.0% | 12.5% | 6.3% |
| HONG KONG | 13 | 1 | 6 | 5 | 1 | 3 | 0 | 0 | 4 |
| | 8.2% | 8.3% | 11.5% | 10.0% | 9.1% | 8.3% | -% | -% | 25.0% |
| BRAZIL | 12 | 1 | 6 | 2 | 2 | 5 | 1 | 3 | 2 |
| | 7.6% | 8.3% | 11.5% | 4.0% | 18.2% | 13.9% | 4.3% | 18.8% | 12.5% |
| ITALY | 11 | 0 | 2 | 1 | 2 | 3 | 4 | 1 | 0 |
| | 7.0% | -% | 3.8% | 2.0% | 18.2% | 8.3% | 17.4% | 6.3% | -% |
| UNITED KINGDOM | 7 | 1 | 0 | 3 | 0 | 2 | 0 | 2 | 1 |
| | 4.4% | 8.3% | -% | 6.0% | -% | 5.6% | -% | 12.5% | 6.3% |
| FRANCE | 6 | 1 | 1 | 1 | 0 | 3 | 0 | 1 | 0 |
| | 3.8% | 8.3% | 1.9% | 2.0% | -% | 8.3% | -% | 6.3% | -% |

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*=LESS THAN .5%

INTERNATIONAL TRADE

Q.26- COUNTRIES WHOSE EXPORTS ARE THE TOUGHEST FOREIGN COMPETITION FOR COMPANY

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
|---|---|---|---|---|---|---|---|---|---|
| AUSTRALIA | 4<br>2.5% | 0<br>-% | 1<br>1.9% | 2<br>4.0% | 0<br>-% | 1<br>2.8% | 0<br>-% | 0<br>-% | 0<br>-% |
| ENGLAND | 4<br>2.5% | 0<br>-% | 0<br>-% | 1<br>2.0% | 0<br>-% | 0<br>-% | 1<br>4.3% | 1<br>6.3% | 1<br>6.3% |
| SWEDEN | 4<br>2.5% | 0<br>-% | 2<br>3.8% | 2<br>4.0% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| ISRAEL | 3<br>1.9% | 0<br>-% | 1<br>1.9% | 0<br>-% | 1<br>9.1% | 2<br>5.6% | 1<br>4.3% | 0<br>-% | 0<br>-% |
| THAILAND | 3<br>1.9% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>2.8% | 1<br>4.3% | 1<br>6.3% | 2<br>12.5% |
| POLAND | 2<br>1.3% | 0<br>-% | 0<br>-% | 1<br>2.0% | 1<br>9.1% | 1<br>2.8% | 0<br>-% | 0<br>-% | 0<br>-% |
| SINGAPORE | 2<br>1.3% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 2<br>8.7% | 0<br>-% | 0<br>-% |
| VENEZUELA | 2<br>1.3% | 1<br>8.3% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>4.3% | 1<br>6.3% | 0<br>-% |
| AUSTRIA | 1<br>.6% | 0<br>-% | 0<br>-% | 1<br>2.0% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| ARGENTINA | 1<br>.6% | 0<br>-% | 0<br>-% | 1<br>2.0% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>6.3% |
| HOLLAND | 1<br>.6% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>6.3% | 0<br>-% |
| INDONESIA | 1<br>.6% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>9.1% | 1<br>2.8% | 0<br>-% | 0<br>-% | 0<br>-% |
| IRELAND | 1<br>.6% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>2.8% | 0<br>-% | 0<br>-% | 0<br>-% |
| INDIA | 1<br>.6% | 0<br>-% | 1<br>1.9% | 0<br>-% | 1<br>9.1% | 1<br>2.8% | 0<br>-% | 0<br>-% | 0<br>-% |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

INTERNATIONAL TRADE

Q.26- COUNTRIES WHOSE EXPORTS ARE THE TOUGHEST FOREIGN COMPETITION FOR COMPANY

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
|---|---|---|---|---|---|---|---|---|---|
| KUWAIT | 1<br>.6% | 0<br>-% | 0<br>-% | 1<br>2.0% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>6.3% |
| MALAYSIA | 1<br>.6% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>2.8% | 0<br>-% | 0<br>-% | 1<br>6.3% |
| PUERTO RICO | 1<br>.6% | 1<br>8.3% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| PANAMA | 1<br>.6% | 1<br>8.3% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| SPAIN | 1<br>.6% | 0<br>-% | 0<br>-% | 1<br>2.0% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| SRI LANKA | 1<br>.6% | 0<br>-% | 1<br>1.9% | 0<br>-% | 0<br>-% | 1<br>2.8% | 0<br>-% | 0<br>-% | 1<br>6.3% |
| TRINIDAD | 1<br>.6% | 1<br>8.3% | 0<br>-% | 0<br>% | 0<br>-% | 0<br>-% | 1<br>4.3% | 0<br>-% | 0<br>-% |
| TURKEY | 1<br>.6% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>9.1% | 1<br>2.8% | 0<br>-% | 0<br>-% | 0<br>-% |
| YUGOSLAVIA | 1<br>.6% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>4.3% | 0<br>-% | 0<br>-% |
| EUROPE | 2<br>1.3% | 0<br>-% | 1<br>1.9% | 1<br>2.0% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>6.3% |
| PACIFIC RIM | 4<br>2.5% | 0<br>-% | 1<br>1.9% | 2<br>4.0% | 0<br>-% | 3<br>8.3% | 1<br>4.3% | 0<br>-% | 1<br>6.3% |
| FAR EAST | 3<br>1.9% | 1<br>8.3% | 2<br>3.8% | 0<br>-% | 1<br>9.1% | 2<br>5.6% | 1<br>4.3% | 0<br>-% | 1<br>6.3% |
| SOUTH AFRICA | 1<br>.6% | 1<br>8.3% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| OTHER | 2<br>1.3% | 0<br>-% | 2<br>3.8% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

INTERNATIONAL TRADE

Q.26- COUNTRIES WHOSE EXPORTS ARE THE TOUGHEST FOREIGN COMPETITION FOR COMPANY

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| NONE | 3 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 1 |
| | 1.9% | -% | 1.9% | 2.0% | -% | -% | -% | -% | 6.3% |
| SIGMA | 399 | 29 | 133 | 127 | 29 | 94 | 54 | 40 | 39 |
| | 252.1 | 241.4 | 255.4 | 254.0 | 263.8 | 261.3 | 234.3 | 250.5 | 244.4 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION

*=LESS THAN .5%

INTERNATIONAL TRADE
Q.27- PERCENTAGE OF COMPANY'S RAW MATERIALS PRODUCED OVERSEAS

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
|---|---|---|---|---|---|---|---|---|---|
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 93 | 10 | 32 | 21 | 8 | 23 | 12 | 11 | 11 |
| TOTAL ANSWERING | 109 | 14 | 36 | 33 | 6 | 17 | 18 | 16 | 11 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| RAW MATERIALS | | | | | | | | | |
| 0% | 37 | 6 | 9 | 11 | 0 | 6 | 8 | 1 | 3 |
| | 33.9% | 42.9% | 25.0% | 33.3% | -% | 35.3% | 44.4% | 6.3% | 27.3% |
| 1-4% | 17 | 0 | 4 | 8 | 0 | 2 | 3 | 2 | 0 |
| | 15.6% | -% | 11.1% | 24.2% | -% | 11.8% | 16.7% | 12.5% | -% |
| 5-9% | 13 | 0 | 5 | 3 | 1 | 1 | 2 | 3 | 2 |
| | 11.9% | -% | 13.9% | 9.1% | 16.7% | 5.9% | 11.1% | 18.8% | 18.2% |
| 10-14% | 14 | 0 | 7 | 3 | 0 | 2 | 3 | 4 | 2 |
| | 12.8% | -% | 19.4% | 9.1% | -% | 11.8% | 16.7% | 25.0% | 18.2% |
| 15-19% | 7 | 3 | 3 | 0 | 2 | 1 | 0 | 2 | 1 |
| | 6.4% | 21.4% | 8.3% | -% | 33.3% | 5.9% | -% | 12.5% | 9.1% |
| 20-29% | 9 | 3 | 2 | 4 | 2 | 1 | 2 | 3 | 1 |
| | 8.3% | 21.4% | 5.6% | 12.1% | 33.3% | 5.9% | 11.1% | 18.8% | 9.1% |
| 30-39% | 3 | 2 | 1 | 0 | 0 | 1 | 0 | 0 | 0 |
| | 2.8% | 14.3% | 2.8% | -% | -% | 5.9% | -% | -% | -% |
| 40-49% | 2 | 0 | 1 | 1 | 0 | 1 | 0 | 1 | 1 |
| | 1.8% | -% | 2.8% | 3.0% | -% | 5.9% | -% | 6.3% | 9.1% |
| 70-79% | 4 | 0 | 1 | 3 | 0 | 1 | 0 | 0 | 1 |
| | 3.7% | -% | 2.8% | 9.1% | -% | 5.9% | -% | -% | 9.1% |
| 80-89% | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| | .9% | -% | 2.8% | -% | -% | -% | -% | -% | -% |
| 90-99% | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| | .9% | -% | 2.8% | -% | -% | -% | -% | -% | -% |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

INTERNATIONAL TRADE

Q.27- PERCENTAGE OF COMPANY'S RAW MATERIALS PRODUCED OVERSEAS

| | TOTAL | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM: BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
|---|---|---|---|---|---|---|---|---|---|
| 100% | 1<br>.9% | 0<br>-% | 1<br>2.8% | 0<br>-% | 1<br>16.7% | 1<br>5.9% | 0<br>-% | 0<br>-% | 0<br>-% |
| BASE | 109 | 14 | 36 | 33 | 6 | 17 | 18 | 16 | 11 |
| MEAN | 11.83 | 12.71 | 16.89 | 12.24 | 30.00 | 18.59 | 5.11 | 12.00 | 16.36 |
| SIGMA | 109<br>99.9 | 14<br>100.0 | 36<br>100.1 | 33<br>99.9 | 6<br>100.0 | 17<br>100.2 | 18<br>100.0 | 16<br>100.2 | 11<br>100.1 |



*=LESS THAN .5%

INTERNATIONAL TRADE

Q.27- PERCENTAGE OF COMPANY'S FINISHED PRODUCTS PRODUCED OVERSEAS

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 99 | 12 | 32 | 23 | 10 | 27 | 14 | 16 | 15 |
| TOTAL ANSWERING | 103 | 12 | 36 | 31 | 4 | 13 | 16 | 11 | 7 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| FINISHED PRODUCTS | | | | | | | | | |
| 0% | 21 | 5 | 3 | 8 | 1 | 3 | 2 | 5 | 1 |
| | 20.4% | 41.7% | 8.3% | 25.8% | 25.0% | 23.1% | 12.5% | 45.5% | 14.3% |
| 1-4% | 27 | 1 | 13 | 6 | 1 | 6 | 4 | 0 | 1 |
| | 26.2% | 8.3% | 36.1% | 19.4% | 25.0% | 46.2% | 25.0% | -% | 14.3% |
| 5-9% | 24 | 3 | 12 | 8 | 0 | 1 | 2 | 3 | 2 |
| | 23.3% | 25.0% | 33.3% | 25.8% | -% | 7.7% | 12.5% | 27.3% | 28.6% |
| 10-14% | 16 | 1 | 4 | 5 | 1 | 2 | 3 | 2 | 1 |
| | 15.5% | 8.3% | 11.1% | 16.1% | 25.0% | 15.4% | 18.8% | 18.2% | 14.3% |
| 15-19% | 6 | 2 | 2 | 1 | 1 | 1 | 2 | 0 | 0 |
| | 5.8% | 16.7% | 5.6% | 3.2% | 25.0% | 7.7% | 12.5% | -% | -% |
| 20-29% | 5 | 0 | 1 | 1 | 0 | 0 | 3 | 0 | 1 |
| | 4.9% | -% | 2.8% | 3.2% | -% | -% | 18.8% | -% | 14.3% |
| 40-49% | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| | 1.0% | -% | -% | 3.2% | -% | -% | -% | -% | -% |
| 60-69% | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| | 1.0% | -% | -% | 3.2% | -% | -% | -% | -% | -% |
| 70-79% | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 |
| | 1.0% | -% | -% | -% | -% | -% | -% | 9.1% | 14.3% |
| 80-89% | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| | 1.0% | -% | 2.8% | -% | -% | -% | -% | -% | -% |
| BASE | 103 | 12 | 36 | 31 | 4 | 13 | 16 | 11 | 7 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION

*=LESS THAN .5%

INTERNATIONAL TRADE
Q.27- PERCENTAGE OF COMPANY'S FINISHED PRODUCTS PRODUCED OVERSEAS

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| MEAN | 7.73 | 4.67 | 7.22 | 7.94 | 7.00 | 3.77 | 9.00 | 10.00 | 17.29 |
| SIGMA | 103 | 12 | 36 | 31 | 4 | 13 | 16 | 11 | 7 |
| | 100.1 | 100.0 | 100.0 | 99.9 | 100.0 | 100.1 | 100.1 | 100.1 | 100.1 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

INTERNATIONAL TRADE

Q.27- PERCENTAGE OF COMPANY'S COMPONENTS PRODUCED OVERSEAS

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 90 | 9 | 25 | 21 | 8 | 25 | 15 | 13 | 13 |
| TOTAL ANSWERING | 112 | 15 | 43 | 33 | 6 | 15 | 15 | 14 | 9 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| COMPONENTS | | | | | | | | | |
| 0% | 30 | 8 | 7 | 10 | 0 | 1 | 4 | 5 | 2 |
| | 26.8% | 53.3% | 16.3% | 30.3% | -% | 6.7% | 26.7% | 35.7% | 22.2% |
| 1-4% | 27 | 2 | 10 | 10 | 3 | 6 | 4 | 4 | 1 |
| | 24.1% | 13.3% | 23.3% | 30.3% | 50.0% | 40.0% | 26.7% | 28.6% | 11.1% |
| 5-9% | 18 | 1 | 10 | 4 | 1 | 2 | 1 | 2 | 2 |
| | 16.1% | 6.7% | 23.3% | 12.1% | 16.7% | 13.3% | 6.7% | 14.3% | 22.2% |
| 10-14% | 9 | 2 | 3 | 1 | 1 | 3 | 3 | 1 | 0 |
| | 8.0% | 13.3% | 7.0% | 3.0% | 16.7% | 20.0% | 20.0% | 7.1% | -% |
| 15-19% | 6 | 0 | 4 | 3 | 0 | 0 | 0 | 0 | 1 |
| | 5.4% | -% | 9.3% | 9.1% | -% | -% | -% | -% | 11.1% |
| 20-29% | 9 | 1 | 4 | 1 | 1 | 2 | 1 | 2 | 1 |
| | 8.0% | 6.7% | 9.3% | 3.0% | 16.7% | 13.3% | 6.7% | 14.3% | 11.1% |
| 30-39% | 6 | 1 | 1 | 3 | 0 | 1 | 0 | 0 | 1 |
| | 5.4% | 6.7% | 2.3% | 9.1% | -% | 6.7% | -% | -% | 11.1% |
| 40-49% | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| | .9% | -% | 2.3% | -% | -% | -% | -% | -% | -% |
| 50-59% | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| | .9% | -% | -% | 3.0% | -% | -% | -% | -% | -% |
| 80-89% | 4 | 0 | 3 | 0 | 0 | 0 | 1 | 0 | 0 |
| | 3.6% | -% | 7.0% | -% | -% | -% | 6.7% | -% | -% |
| 90-99% | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 |
| | .9% | -% | -% | -% | -% | -% | 6.7% | -% | 11.1% |
| BASE | 112 | 15 | 43 | 33 | 6 | 15 | 15 | 14 | 9 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION

*=LESS THAN .5%

INTERNATIONAL TRADE

Q.27- PERCENTAGE OF COMPANY'S COMPONENTS PRODUCED OVERSEAS

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
|---|---|---|---|---|---|---|---|---|---|
| MEAN | 10.88 | 5.13 | 13.12 | 8.00 | 6.50 | 8.00 | 15.87 | 4.93 | 19.22 |
| SIGMA | 112 | 15 | 43 | 33 | 6 | 15 | 15 | 14 | 9 |
| | 100.1 | 100.0 | 100.1 | 99.9 | 100.1 | 100.0 | 100.2 | 100.0 | 99.9 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION

*=LESS THAN .5%

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

TABLE 63

INTERNATIONAL TRADE
Q.28- PERCENTAGE OF EXPORT SALES MADE TO CANADA

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
|---|---|---|---|---|---|---|---|---|---|
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 46 | 3 | 10 | 9 | 4 | 11 | 11 | 6 | 5 |
| TOTAL ANSWERING | 156 | 21 | 58 | 45 | 10 | 29 | 19 | 21 | 17 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| 0% | 6 | 5 | 1 | 0 | 1 | 1 | 0 | 1 | 1 |
| | 3.8% | 23.8% | 1.7% | -% | 10.0% | 3.4% | -% | 4.8% | 5.9% |
| 1-4% | 33 | 3 | 12 | 10 | 0 | 4 | 4 | 4 | 2 |
| | 21.2% | 14.3% | 20.7% | 22.2% | -% | 13.8% | 21.1% | 19.0% | 11.8% |
| 5-9% | 22 | 2 | 8 | 6 | 1 | 4 | 2 | 4 | 3 |
| | 14.1% | 9.5% | 13.8% | 13.3% | 10.0% | 13.8% | 10.5% | 19.0% | 17.6% |
| 10-14% | 17 | 4 | 4 | 4 | 0 | 2 | 6 | 4 | 0 |
| | 10.9% | 19.0% | 6.9% | 8.9% | -% | 6.9% | 31.6% | 19.0% | -% |
| 15-19% | 4 | 0 | 3 | 1 | 0 | 0 | 0 | 0 | 0 |
| | 2.6% | -% | 5.2% | 2.2% | -% | -% | -% | -% | -% |
| 20-29% | 12 | 0 | 5 | 3 | 3 | 4 | 1 | 3 | 2 |
| | 7.7% | -% | 8.6% | 6.7% | 30.0% | 13.8% | 5.3% | 14.3% | 11.8% |
| 30-39% | 5 | 0 | 1 | 4 | 0 | 0 | 0 | 0 | 0 |
| | 3.2% | -% | 1.7% | 8.9% | -% | -% | -% | -% | -% |
| 40-49% | 5 | 0 | 1 | 3 | 1 | 1 | 0 | 0 | 2 |
| | 3.2% | -% | 1.7% | 6.7% | 10.0% | 3.4% | -% | -% | 11.8% |
| 50-59% | 14 | 2 | 5 | 5 | 0 | 3 | 2 | 0 | 2 |
| | 9.0% | 9.5% | 8.6% | 11.1% | -% | 10.3% | 10.5% | -% | 11.8% |
| 60-69% | 4 | 0 | 1 | 1 | 0 | 2 | 1 | 1 | 1 |
| | 2.6% | -% | 1.7% | 2.2% | -% | 6.9% | 5.3% | 4.8% | 5.9% |
| 70-79% | 9 | 2 | 6 | 4 | 1 | 0 | 1 | 1 | 0 |
| | 5.8% | 9.5% | 10.3% | 8.9% | 10.0% | -% | 5.3% | 4.8% | -% |
| 80-89% | 5 | 0 | 1 | 3 | 0 | 1 | 0 | 0 | 0 |
| | 3.2% | -% | 1.7% | 6.7% | -% | 3.4% | -% | -% | -% |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

INTERNATIONAL TRADE
Q.28- PERCENTAGE OF EXPORT SALES MADE TO CANADA

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| 90-99% | 14 | 2 | 7 | 0 | 2 | 5 | 2 | 1 | 2 |
| | 9.0% | 9.5% | 12.1% | -% | 20.0% | 17.2% | 10.5% | 4.8% | 11.8% |
| 100% | 6 | 1 | 3 | 1 | 1 | 2 | 0 | 2 | 2 |
| | 3.8% | 4.8% | 5.2% | 2.2% | 10.0% | 6.9% | -% | 9.5% | 11.8% |
| BASE | 156 | 21 | 58 | 45 | 10 | 29 | 19 | 21 | 17 |
| MEAN | 31.70 | 27.67 | 36.16 | 30.47 | 48.40 | 41.45 | 27.47 | 26.76 | 40.35 |
| SIGMA | 156 | 21 | 58 | 45 | 10 | 29 | 19 | 21 | 17 |
| | 100.1 | 99.9 | 99.9 | 100.0 | 100.0 | 99.8 | 100.1 | 100.0 | 100.2 |


*=LESS THAN .5%

INTERNATIONAL TRADE

Q.29- COUNTRIES CONSIDERED TO BE POTENTIAL EXPORT MARKETS

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 28 | 8 | 8 | 4 | 3 | 5 | 4 | 5 | 3 |
| TOTAL ANSWERING | 174 | 16 | 60 | 50 | 11 | 35 | 26 | 22 | 19 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| MEXICO | 74 | 6 | 35 | 22 | 4 | 9 | 15 | 6 | 12 |
| | 42.5% | 37.5% | 58.3% | 44.0% | 36.4% | 25.7% | 57.7% | 27.3% | 63.2% |
| CANADA | 53 | 3 | 17 | 16 | 5 | 12 | 10 | 8 | 3 |
| | 30.5% | 18.8% | 28.3% | 32.0% | 45.5% | 34.3% | 38.5% | 36.4% | 15.8% |
| GERMANY | 39 | 3 | 12 | 13 | 3 | 13 | 4 | 4 | 7 |
| | 22.4% | 18.8% | 20.0% | 26.0% | 27.3% | 37.1% | 15.4% | 18.2% | 36.8% |
| AUSTRALIA | 33 | 6 | 11 | 11 | 2 | 7 | 1 | 5 | 1 |
| | 19.0% | 37.5% | 18.3% | 22.0% | 18.2% | 20.0% | 3.8% | 22.7% | 5.3% |
| JAPAN | 32 | 4 | 11 | 7 | 1 | 6 | 5 | 8 | 6 |
| | 18.4% | 25.0% | 18.3% | 14.0% | 9.1% | 17.1% | 19.2% | 36.4% | 31.6% |
| ENGLAND | 27 | 0 | 6 | 9 | 1 | 9 | 6 | 3 | 3 |
| | 15.5% | -% | 10.0% | 18.0% | 9.1% | 25.7% | 23.1% | 13.6% | 15.8% |
| UNITED KINGDOM | 22 | 2 | 11 | 4 | 1 | 8 | 2 | 2 | 4 |
| | 12.6% | 12.5% | 18.3% | 8.0% | 9.1% | 22.9% | 7.7% | 9.1% | 21.1% |
| FRANCE | 19 | 1 | 10 | 3 | 3 | 5 | 3 | 0 | 4 |
| | 10.9% | 6.3% | 16.7% | 6.0% | 27.3% | 14.3% | 11.5% | -% | 21.1% |
| USSR | 12 | 0 | 3 | 7 | 0 | 0 | 1 | 2 | 0 |
| | 6.9% | -% | 5.0% | 14.0% | -% | -% | 3.8% | 9.1% | -% |
| KOREA | 8 | 1 | 1 | 3 | 0 | 0 | 0 | 3 | 1 |
| | 4.6% | 6.3% | 1.7% | 6.0% | -% | -% | -% | 13.6% | 5.3% |
| CHINA | 7 | 2 | 0 | 1 | 0 | 0 | 2 | 3 | 0 |
| | 4.0% | 12.5% | -% | 2.0% | -% | -% | 7.7% | 13.6% | -% |
| BRAZIL | 6 | 0 | 2 | 0 | 0 | 1 | 0 | 1 | 2 |
| | 3.4% | -% | 3.3% | -% | -% | 2.9% | -% | 4.5% | 10.5% |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION

*=LESS THAN .5%

INTERNATIONAL TRADE

Q.29- COUNTRIES CONSIDERED TO BE POTENTIAL EXPORT MARKETS

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| ITALY | 6<br>3.4% | 0<br>-% | 1<br>1.7% | 3<br>6.0% | 1<br>9.1% | 1<br>2.9% | 0<br>-% | 2<br>9.1% | 1<br>5.3% |
| NEW ZELAND | 5<br>2.9% | 1<br>6.3% | 2<br>3.3% | 1<br>2.0% | 0<br>-% | 2<br>5.7% | 0<br>-% | 0<br>-% | 0<br>-% |
| HOLLAND | 4<br>2.3% | 0<br>-% | 1<br>1.7% | 2<br>4.0% | 0<br>-% | 1<br>2.9% | 0<br>-% | 0<br>-% | 0<br>-% |
| POLAND | 4<br>2.3% | 1<br>6.3% | 1<br>1.7% | 0<br>-% | 1<br>9.1% | 1<br>2.9% | 2<br>7.7% | 1<br>4.5% | 0<br>-% |
| SWEDEN | 4<br>2.3% | 0<br>-% | 1<br>1.7% | 3<br>6.0% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| TAIWAN | 4<br>2.3% | 1<br>6.3% | 1<br>1.7% | 0<br>-% | 0<br>-% | 0<br>-% | 2<br>7.7% | 1<br>4.5% | 0<br>-% |
| ARGENTINA | 3<br>1.7% | 0<br>-% | 2<br>3.3% | 1<br>2.0% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>5.3% |
| CHILE | 3<br>1.7% | 0<br>-% | 1<br>1.7% | 0<br>-% | 0<br>-% | 0<br>-% | 2<br>7.7% | 0<br>-% | 0<br>-% |
| KUWAIT | 3<br>1.7% | 1<br>6.3% | 0<br>-% | 1<br>2.0% | 0<br>-% | 1<br>2.9% | 1<br>3.8% | 1<br>4.5% | 0<br>-% |
| PUERTO RICO | 3<br>1.7% | 0<br>-% | 1<br>1.7% | 0<br>-% | 0<br>-% | 1<br>2.9% | 1<br>3.8% | 0<br>-% | 0<br>-% |
| SPAIN | 3<br>1.7% | 0<br>-% | 1<br>1.7% | 1<br>2.0% | 0<br>-% | 1<br>2.9% | 0<br>-% | 0<br>-% | 0<br>-% |
| SINGAPORE | 3<br>1.7% | 0<br>-% | 0<br>-% | 1<br>2.0% | 0<br>-% | 1<br>2.9% | 2<br>7.7% | 0<br>-% | 0<br>-% |
| SAUDI ARABIA | 3<br>1.7% | 1<br>6.3% | 1<br>1.7% | 0<br>-% | 0<br>-% | 0<br>-% | 2<br>7.7% | 0<br>-% | 0<br>-% |
| THAILAND | 3<br>1.7% | 0<br>-% | 0<br>-% | 2<br>4.0% | 0<br>-% | 0<br>-% | 1<br>3.8% | 0<br>-% | 0<br>-% |

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*=LESS THAN .5%

INTERNATIONAL TRADE
Q.29- COUNTRIES CONSIDERED TO BE POTENTIAL EXPORT MARKETS

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
|---|---|---|---|---|---|---|---|---|---|
| VENEZUELA | 2<br>1.1% | 0<br>-% | 1<br>1.7% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>3.8% | 0<br>-% | 0<br>-% |
| AUSTRIA | 1<br>.6% | 0<br>-% | 0<br>-% | 1<br>2.0% | 0<br>-% | 1<br>2.9% | 0<br>-% | 0<br>-% | 0<br>-% |
| AFRICA | 1<br>.6% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>2.9% | 0<br>-% | 0<br>-% | 0<br>-% |
| COLUMBIA | 1<br>.6% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>5.3% |
| EL SALVADOR | 1<br>.6% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>3.8% | 0<br>-% | 0<br>-% |
| EGYPT | 1<br>.6% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>9.1% | 1<br>2.9% | 0<br>-% | 0<br>-% | 0<br>-% |
| FINLAND | 1<br>.6% | 0<br>-% | 0<br>-% | 1<br>2.0% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| HONG KONG | 1<br>.6% | 0<br>-% | 1<br>1.7% | 0<br>-% | 0<br>-% | 1<br>2.9% | 0<br>-% | 0<br>-% | 0<br>-% |
| HONDURAS | 1<br>.6% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>3.8% | 0<br>-% | 0<br>-% |
| HUNGARY | 1<br>.6% | 0<br>-% | 1<br>1.7% | 0<br>-% | 1<br>9.1% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| ISRAEL | 1<br>.6% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>4.5% | 0<br>-% |
| INDONESIA | 1<br>.6% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>4.5% | 0<br>-% |
| IRELAND | 1<br>.6% | 0<br>-% | 0<br>-% | 1<br>2.0% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| IRAN | 1<br>.6% | 1<br>6.3% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

INTERNATIONAL TRADE
Q.29- COUNTRIES CONSIDERED TO BE POTENTIAL EXPORT MARKETS

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| JAMAICA | 1<br>.6% | 0<br>-% | 0<br>-% | 1<br>2.0% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| MALAYSIA | 1<br>.6% | 0<br>-% | 0<br>-% | 1<br>2.0% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| PHILIPPINE | 1<br>.6% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>4.5% | 0<br>-% |
| SYRIA | 1<br>.6% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>9.1% | 1<br>2.9% | 0<br>-% | 0<br>-% | 0<br>-% |
| SWITZERLAND | 1<br>.6% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>2.9% | 0<br>-% | 0<br>-% | 0<br>-% |
| TURKEY | 1<br>.6% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>9.1% | 1<br>2.9% | 0<br>-% | 0<br>-% | 0<br>-% |
| URUGUAY | 1<br>.6% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>3.8% | 0<br>-% | 0<br>-% |
| MIDDLE EAST | 4<br>2.3% | 0<br>-% | 0<br>-% | 1<br>2.0% | 0<br>-% | 1<br>2.9% | 0<br>-% | 3<br>13.6% | 2<br>10.5% |
| EUROPE | 14<br>8.0% | 2<br>12.5% | 5<br>8.3% | 8<br>16.0% | 0<br>-% | 1<br>2.9% | 0<br>-% | 0<br>-% | 1<br>5.3% |
| PACIFIC RIM | 2<br>1.1% | 0<br>-% | 0<br>-% | 2<br>4.0% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| SOUTH AMERICA | 16<br>9.2% | 3<br>18.8% | 7<br>11.7% | 4<br>8.0% | 1<br>9.1% | 3<br>8.6% | 2<br>7.7% | 0<br>-% | 2<br>10.5% |
| CARIBBEAN | 4<br>2.3% | 0<br>-% | 2<br>3.3% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>3.8% | 1<br>4.5% | 1<br>5.3% |
| CENTRAL AMERICA | 4<br>2.3% | 0<br>-% | 3<br>5.0% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>3.8% | 0<br>-% | 1<br>5.3% |
| LATIN AMERICA | 3<br>1.7% | 0<br>-% | 1<br>1.7% | 1<br>2.0% | 1<br>9.1% | 1<br>2.9% | 1<br>3.8% | 0<br>-% | 0<br>-% |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

INTERNATIONAL TRADE
Q.29- COUNTRIES CONSIDERED TO BE POTENTIAL EXPORT MARKETS

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
|---|---|---|---|---|---|---|---|---|---|
| SOUTH AFRICA | 2<br>1.1% | 0<br>-% | 1<br>1.7% | 2<br>4.0% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| SOUTH EAST ASIA | 2<br>1.1% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 2<br>9.1% | 1<br>5.3% |
| EASTERN EUROPE | 3<br>1.7% | 0<br>-% | 0<br>-% | 2<br>4.0% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>4.5% | 0<br>-% |
| EUROPEAN COMMON MARKET/COMMON MARKET | 3<br>1.7% | 0<br>-% | 0<br>-% | 1<br>2.0% | 0<br>-% | 1<br>2.9% | 1<br>5.8% | 0<br>-% | 0<br>-% |
| EC EUROPEAN COMMUNITY/EEC EUROPEAN ECONOMIC COMMUNITY | 3<br>1.7% | 0<br>-% | 1<br>1.7% | 2<br>4.0% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>4.5% | 1<br>5.3% |
| W. AFRICA | 1<br>.6% | 0<br>-% | 0<br>-% | 1<br>2.0% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| BALTIC STATES | 1<br>.6% | 0<br>-% | 1<br>1.7% | 0<br>-% | 1<br>9.1% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| OTHER | 1<br>.6% | 0<br>-% | 1<br>1.7% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| SIGMA | 468<br>268.9 | 39<br>244.3 | 157<br>262.0 | 140<br>280.0 | 29<br>263.9 | 93<br>266.5 | 72<br>276.4 | 61<br>276.8 | 55<br>289.9 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

INTERNATIONAL TRADE
Q.30- PRIMARY BARRIER(S) TO EXPORT ACTIVITY

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
|---|---|---|---|---|---|---|---|---|---|
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 12 | 3 | 4 | 2 | 0 | 1 | 2 | 0 | 1 |
| TOTAL ANSWERING | 190 | 21 | 64 | 52 | 14 | 39 | 28 | 27 | 21 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| FINANCING | 17 | 2 | 6 | 5 | 1 | 3 | 3 | 2 | 1 |
| | 8.9% | 9.5% | 9.4% | 9.6% | 7.1% | 7.7% | 10.7% | 7.4% | 4.8% |
| FOREIGN DUTIES AND TARIFFS | 82 | 8 | 28 | 24 | 5 | 19 | 9 | 9 | 10 |
| | 43.2% | 38.1% | 43.8% | 46.2% | 35.7% | 48.7% | 32.1% | 33.3% | 47.6% |
| MARKET INFORMATION | 89 | 5 | 31 | 23 | 9 | 15 | 14 | 16 | 11 |
| | 46.8% | 23.8% | 48.4% | 44.2% | 64.3% | 38.5% | 50.0% | 59.3% | 52.4% |
| NON-TARIFF FOREIGN BARRIERS | 42 | 7 | 16 | 11 | 1 | 12 | 6 | 5 | 3 |
| | 22.1% | 33.3% | 25.0% | 21.2% | 7.1% | 30.8% | 21.4% | 18.5% | 14.3% |
| OTHER | 29 | 2 | 10 | 9 | 1 | 5 | 4 | 2 | 4 |
| | 15.3% | 9.5% | 15.6% | 17.3% | 7.1% | 12.8% | 14.3% | 7.4% | 19.0% |
| SIGMA | 259 | 24 | 91 | 72 | 17 | 54 | 36 | 34 | 29 |
| | 136.3 | 114.2 | 142.2 | 138.5 | 121.3 | 138.5 | 128.5 | 125.9 | 138.1 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

INTERNATIONAL TRADE

Q.31- EFFECT OF U.S.-MEXICAN FREE TRADE AGREEMENT WILL HAVE ON SALES TO MEXICO

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 3 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 1 |
| TOTAL ANSWERING | 199 | 23 | 67 | 53 | 14 | 40 | 30 | 27 | 21 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| INCREASE | 130 | 8 | 44 | 41 | 9 | 19 | 20 | 15 | 13 |
| | 65.3% | 34.8% | 65.7% | 77.4% | 64.3% | 47.5% | 66.7% | 55.6% | 61.9% |
| DECREASE | 3 | 0 | 2 | 1 | 0 | 1 | 0 | 2 | 2 |
| | 1.5% | -% | 3.0% | 1.9% | -% | 2.5% | -% | 7.4% | 9.5% |
| NO CHANGE | 66 | 15 | 21 | 11 | 5 | 20 | 10 | 10 | 6 |
| | 33.2% | 65.2% | 31.3% | 20.8% | 35.7% | 50.0% | 33.3% | 37.0% | 28.6% |
| SIGMA | 199 | 23 | 67 | 53 | 14 | 40 | 30 | 27 | 21 |
| | 100.0 | 100.0 | 100.0 | 100.1 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

INTERNATIONAL TRADE

Q.31- EFFECT OF U.S.-MEXICAN FREE TRADE AGREEMENT WILL HAVE ON DOMESTIC SALES

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 14 | 2 | 3 | 8 | 1 | 1 | 0 | 1 | 1 |
| TOTAL ANSWERING | 188 | 22 | 65 | 46 | 13 | 39 | 30 | 26 | 21 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| INCREASE | 32 | 5 | 10 | 7 | 2 | 8 | 7 | 6 | 3 |
| | 17.0% | 22.7% | 15.4% | 15.2% | 15.4% | 20.5% | 23.3% | 23.1% | 14.3% |
| DECREASE | 26 | 1 | 8 | 4 | 3 | 10 | 5 | 5 | 4 |
| | 13.8% | 4.5% | 12.3% | 8.7% | 23.1% | 25.6% | 16.7% | 19.2% | 19.0% |
| NO CHANGE | 130 | 16 | 47 | 35 | 8 | 21 | 18 | 15 | 14 |
| | 69.1% | 72.7% | 72.3% | 76.1% | 61.5% | 53.8% | 60.0% | 57.7% | 66.7% |
| SIGMA | 188 | 22 | 65 | 46 | 13 | 39 | 30 | 26 | 21 |
| | 99.9 | 99.9 | 100.0 | 100.0 | 100.0 | 99.9 | 100.0 | 100.0 | 100.0 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION

*=LESS THAN .5%

INTERNATIONAL TRADE

Q.32- WHETHER SUPPORT OR OPPOSE THE ENACTMENT OF A NORTH AMERICAN FREE TRADE AGREEMENT

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 9 | 1 | 2 | 4 | 0 | 0 | 1 | 0 | 1 |
| TOTAL ANSWERING | 193 | 23 | 66 | 50 | 14 | 40 | 29 | 27 | 21 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| SUPPORT | 182 | 20 | 62 | 49 | 12 | 36 | 29 | 24 | 19 |
| | 94.3% | 87.0% | 93.9% | 98.0% | 85.7% | 90.0% | 100.0% | 88.9% | 90.5% |
| OPPOSE | 11 | 3 | 4 | 1 | 2 | 4 | 0 | 3 | 2 |
| | 5.7% | 13.0% | 6.1% | 2.0% | 14.3% | 10.0% | -% | 11.1% | 9.5% |
| SIGMA | 193 | 23 | 66 | 50 | 14 | 40 | 29 | 27 | 21 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

PATENTS/TRADEMARKS/COPYRIGHTS ISSUES

Q.33- WHETHER COMPANY INITIATED LEGAL ACTION TO STOP AN INFRINGEMENT OF A DESIGN PATENT, UTILITY PATENT, TRADEMARK, OR COPYRIGHT BY A FOREIGN MANUFACTURER IN 1991

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 3 | 1 | 0 | 1 | 0 | 0 | 1 | 0 | 0 |
| TOTAL ANSWERING | 199 | 23 | 68 | 53 | 14 | 40 | 29 | 27 | 22 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 30 | 4 | 8 | 8 | 1 | 5 | 4 | 4 | 4 |
| | 15.1% | 17.4% | 11.8% | 15.1% | 7.1% | 12.5% | 13.8% | 14.8% | 18.2% |
| NO | 169 | 19 | 60 | 45 | 13 | 35 | 25 | 23 | 18 |
| | 84.9% | 82.6% | 88.2% | 84.9% | 92.9% | 87.5% | 86.2% | 85.2% | 81.8% |
| SIGMA | 199 | 23 | 68 | 53 | 14 | 40 | 29 | 27 | 22 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

PATENTS/TRADEMARKS/COPYRIGHTS ISSUES
Q.34- WHETHER COMPANY HAS OBTAINED ANY EVIDENCE WHICH SUGGESTS THAT FOREIGN MANUFACTURERS OR U.S. DISTRIBUTIONS MAY BE PLACING FALSE COUNTRY-OF-ORIGIN DESIGNATIONS ON IMPORTED PRODUCTS

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 5 | 1 | 2 | 1 | 0 | 0 | 1 | 0 | 1 |
| TOTAL ANSWERING | 197 | 23 | 66 | 53 | 14 | 40 | 29 | 27 | 21 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 31 | 0 | 9 | 14 | 1 | 2 | 5 | 4 | 1 |
| | 15.7% | -% | 13.6% | 26.4% | 7.1% | 5.0% | 17.2% | 14.8% | 4.8% |
| NO | 166 | 23 | 57 | 39 | 13 | 38 | 24 | 23 | 20 |
| | 84.3% | 100.0% | 86.4% | 73.6% | 92.9% | 95.0% | 82.8% | 85.2% | 95.2% |
| SIGMA | 197 | 23 | 66 | 53 | 14 | 40 | 29 | 27 | 21 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

PRODUCT LIABILITY

Q.35- WHETHER COMPANY'S PRODUCT LIABILITY INSURANCE PREMIUMS INCREASED OVER THE PAST YEAR

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 3 | 2 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| TOTAL ANSWERING | 199 | 22 | 68 | 53 | 14 | 40 | 30 | 27 | 22 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| INCREASED | 79 | 9 | 24 | 23 | 3 | 14 | 17 | 11 | 7 |
| | 39.7% | 40.9% | 35.3% | 43.4% | 21.4% | 35.0% | 56.7% | 40.7% | 31.8% |
| DECREASED | 12 | 1 | 5 | 2 | 0 | 4 | 2 | 1 | 3 |
| | 6.0% | 4.5% | 7.4% | 3.8% | -% | 10.0% | 6.7% | 3.7% | 13.6% |
| NO CHANGE | 108 | 12 | 39 | 28 | 11 | 22 | 11 | 15 | 12 |
| | 54.3% | 54.5% | 57.4% | 52.8% | 78.6% | 55.0% | 36.7% | 55.6% | 54.5% |
| SIGMA | 199 | 22 | 68 | 53 | 14 | 40 | 30 | 27 | 22 |
| | 100.0 | 99.9 | 100.1 | 100.0 | 100.0 | 100.0 | 100.1 | 100.0 | 99.9 |



*=LESS THAN .5%

PRODUCT LIABILITY
Q.35- ESTIMATE OF THE PERCENTAGE OF INCREASE

BASE: PRODUCT LIABILITY INSURANCE PREMIUMS IN 1991 INCREASED

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 79 | 9 | 24 | 23 | 3 | 14 | 17 | 11 | 7 |
| NO ANSWER | 19 | 3 | 2 | 6 | 1 | 1 | 5 | 6 | 2 |
| TOTAL ANSWERING | 60 | 6 | 22 | 17 | 2 | 13 | 12 | 5 | 5 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| 1% | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| | 1.7% | -% | -% | 5.9% | -% | -% | -% | -% | -% |
| 3% | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| | 1.7% | -% | -% | 5.9% | -% | -% | -% | -% | -% |
| 4% | 2 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 |
| | 3.3% | -% | -% | -% | -% | 7.7% | -% | -% | 20.0% |
| 5% | 9 | 1 | 1 | 4 | 1 | 3 | 1 | 1 | 1 |
| | 15.0% | 16.7% | 4.5% | 23.5% | 50.0% | 23.1% | 8.3% | 20.0% | 20.0% |
| 6% | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| | 1.7% | -% | -% | -% | -% | -% | 8.3% | -% | -% |
| 10% | 17 | 4 | 8 | 1 | 1 | 6 | 5 | 1 | 0 |
| | 28.3% | 66.7% | 36.4% | 5.9% | 50.0% | 46.2% | 41.7% | 20.0% | -% |
| 12% | 2 | 1 | 1 | 0 | 0 | 0 | 1 | 0 | 0 |
| | 3.3% | 16.7% | 4.5% | -% | -% | -% | 8.3% | -% | -% |
| 14% | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| | 1.7% | -% | 4.5% | -% | -% | -% | -% | -% | -% |
| 15% | 9 | 0 | 5 | 3 | 0 | 1 | 1 | 1 | 3 |
| | 15.0% | -% | 22.7% | 17.6% | -% | 7.7% | 8.3% | 20.0% | 60.0% |
| 16% | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| | 1.7% | -% | -% | 5.9% | -% | -% | -% | -% | -% |
| 20% | 11 | 0 | 4 | 5 | 0 | 2 | 1 | 1 | 0 |
| | 18.3% | -% | 18.2% | 29.4% | -% | 15.4% | 8.3% | 20.0% | -% |
| 25% | 2 | 0 | 1 | 1 | 0 | 0 | 0 | 1 | 0 |
| | 3.3% | -% | 4.5% | 5.9% | -% | -% | -% | 20.0% | -% |

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*=LESS THAN .5%

PRODUCT LIABILITY
Q.35- ESTIMATE OF THE PERCENTAGE OF INCREASE

BASE: PRODUCT LIABILITY INSURANCE PREMIUMS IN 1991 INCREASED

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| 50% | 2 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0 |
| | 3.3% | -% | 4.5% | -% | -% | -% | 8.3% | -% | -% |
| 100% | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| | 1.7% | -% | -% | -% | -% | -% | 8.3% | -% | -% |
| BASE | 60 | 6 | 22 | 17 | 2 | 13 | 12 | 5 | 5 |
| MEAN | 14.87 | 9.50 | 15.50 | 12.94 | 7.50 | 10.31 | 21.50 | 15.00 | 10.80 |
| SIGMA | 60 | 6 | 22 | 17 | 2 | 13 | 12 | 5 | 5 |
| | 100.0 | 100.1 | 99.8 | 100.0 | 100.0 | 100.1 | 99.8 | 100.0 | 100.0 |

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PRODUCT LIABILITY
Q.35- ESTIMATE OF THE PERCENTAGE OF DECREASE

BASE: PRODUCT LIABILITY INSURANCE PREMIUMS IN 1991 DECREASED

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 12 | 1 | 5 | 2 | 0 | 4 | 2 | 1 | 3 |
| NO ANSWER | 4 | 0 | 0 | 0 | 0 | 2 | 2 | 1 | 0 |
| TOTAL ANSWERING | 8 | 1 | 5 | 2 | 0 | 2 | 0 | 0 | 3 |
| | 100.0% | 100.0% | 100.0% | 100.0% | -% | 100.0% | -% | -% | 100.0% |
| 10% | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| | 12.5% | -% | 20.0% | -% | -% | -% | -% | -% | -% |
| 15% | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| | 12.5% | -% | -% | 50.0% | -% | -% | -% | -% | -% |
| 20% | 2 | 1 | 2 | 0 | 0 | 1 | 0 | 0 | 1 |
| | 25.0% | 100.0% | 40.0% | -% | -% | 50.0% | -% | -% | 33.3% |
| 30% | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| | 12.5% | -% | 20.0% | -% | -% | -% | -% | -% | -% |
| 40% | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| | 12.5% | -% | 20.0% | -% | -% | -% | -% | -% | -% |
| 50% | 2 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 2 |
| | 25.0% | -% | -% | 50.0% | -% | 50.0% | -% | -% | 66.7% |
| BASE | 8 | 1 | 5 | 2 | 0 | 2 | 0 | 0 | 3 |
| MEAN | 29.38 | 20.00 | 24.00 | 32.50 | .00 | 35.00 | .00 | .00 | 40.00 |
| SIGMA | 8 | 1 | 5 | 2 | 0 | 2 | 0 | 0 | 3 |
| | 100.0 | 100.0 | 100.0 | 100.0 | - | 100.0 | - | - | 100.0 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

PRODUCT LIABILITY

Q.36- WHETHER COMPANY'S PRODUCT LIABILITY COVERAGE HAS CHANGED IN 1991 - "COVERAGE"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 7 | 3 | 0 | 1 | 0 | 1 | 1 | 1 | 0 |
| TOTAL ANSWERING | 195 | 21 | 68 | 53 | 14 | 39 | 29 | 26 | 22 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| INCREASED | 28 | 6 | 9 | 7 | 1 | 5 | 6 | 4 | 2 |
| | 14.4% | 28.6% | 13.2% | 13.2% | 7.1% | 12.8% | 20.7% | 15.4% | 9.1% |
| DECREASED | 4 | 1 | 0 | 1 | 1 | 1 | 2 | 1 | 0 |
| | 2.1% | 4.8% | -% | 1.9% | 7.1% | 2.6% | 6.9% | 3.8% | -% |
| NO CHANGE | 163 | 14 | 59 | 45 | 12 | 33 | 21 | 21 | 20 |
| | 83.6% | 66.7% | 86.8% | 84.9% | 85.7% | 84.6% | 72.4% | 80.8% | 90.9% |
| SIGMA | 195 | 21 | 68 | 53 | 14 | 39 | 29 | 26 | 22 |
| | 100.1 | 100.1 | 100.0 | 100.0 | 99.9 | 100.0 | 100.0 | 100.0 | 100.0 |



*=LESS THAN .5%

PRODUCT LIABILITY

Q.36- WHETHER COMPANY'S PRODUCT LIABILITY COVERAGE HAS CHANGED IN 1991 - "AMOUNT OF DEDUCTIBLE"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 65 | 8 | 17 | 19 | 3 | 12 | 6 | 12 | 10 |
| TOTAL ANSWERING | 137 | 16 | 51 | 35 | 11 | 28 | 24 | 15 | 12 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| INCREASED | 27 | 7 | 9 | 8 | 1 | 3 | 8 | 3 | 1 |
| | 19.7% | 43.8% | 17.6% | 22.9% | 9.1% | 10.7% | 33.3% | 20.0% | 8.3% |
| DECREASED | 1 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 1 |
| | .7% | -% | 2.0% | -% | -% | 3.6% | -% | -% | 8.3% |
| NO CHANGE | 109 | 9 | 41 | 27 | 10 | 24 | 16 | 12 | 10 |
| | 79.6% | 56.3% | 80.4% | 77.1% | 90.9% | 85.7% | 66.7% | 80.0% | 83.3% |
| SIGMA | 137 | 16 | 51 | 35 | 11 | 28 | 24 | 15 | 12 |
| | 100.0 | 100.1 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 99.9 |



*=LESS THAN .5%

PRODUCT LIABILITY
Q.37- COMPANY'S RECENT EXPERIENCE WITH PRODUCT LIABILITY LITIGATION

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 9 | 3 | 3 | 1 | 0 | 0 | 2 | 0 | 0 |
| TOTAL ANSWERING | 193 | 21 | 65 | 53 | 14 | 40 | 28 | 27 | 22 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| INCREASE | 41 | 4 | 14 | 17 | 0 | 5 | 6 | 5 | 3 |
| | 21.2% | 19.0% | 21.5% | 32.1% | -% | 12.5% | 21.4% | 18.5% | 13.6% |
| DECREASE | 3 | 0 | 2 | 0 | 0 | 1 | 1 | 0 | 1 |
| | 1.6% | -% | 3.1% | -% | -% | 2.5% | 3.6% | -% | 4.5% |
| NO CHANGE | 149 | 17 | 49 | 36 | 14 | 34 | 21 | 22 | 18 |
| | 77.2% | 81.0% | 75.4% | 67.9% | 100.0% | 85.0% | 75.0% | 81.5% | 81.8% |
| SIGMA | 193 | 21 | 65 | 53 | 14 | 40 | 28 | 27 | 22 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 99.9 |

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PRODUCT LIABILITY
Q.37- ESTIMATE OF THE NUMBER OF PENDING LAW SUITS

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 89 | 13 | 30 | 18 | 7 | 26 | 10 | 12 | 11 |
| TOTAL ANSWERING | 113 | 11 | 38 | 36 | 7 | 14 | 20 | 15 | 11 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| NONE | 46 | 4 | 14 | 10 | 4 | 9 | 8 | 7 | 6 |
| | 40.7% | 36.4% | 36.8% | 27.8% | 57.1% | 64.3% | 40.0% | 46.7% | 54.5% |
| 1 | 16 | 3 | 6 | 7 | 2 | 1 | 1 | 1 | 1 |
| | 14.2% | 27.3% | 15.8% | 19.4% | 28.6% | 7.1% | 5.0% | 6.7% | 9.1% |
| 2 | 13 | 0 | 6 | 6 | 0 | 0 | 1 | 1 | 2 |
| | 11.5% | -% | 15.8% | 16.7% | -% | -% | 5.0% | 6.7% | 18.2% |
| 3 | 9 | 0 | 3 | 2 | 0 | 0 | 2 | 2 | 0 |
| | 8.0% | -% | 7.9% | 5.6% | -% | -% | 10.0% | 13.3% | -% |
| 4 | 2 | 0 | 1 | 0 | 0 | 1 | 1 | 0 | 1 |
| | 1.8% | -% | 2.6% | -% | -% | 7.1% | 5.0% | -% | 9.1% |
| 5 | 7 | 2 | 2 | 1 | 1 | 1 | 3 | 1 | 1 |
| | 6.2% | 18.2% | 5.3% | 2.8% | 14.3% | 7.1% | 15.0% | 6.7% | 9.1% |
| 6 | 3 | 0 | 2 | 2 | 0 | 1 | 1 | 0 | 0 |
| | 2.7% | -% | 5.3% | 5.6% | -% | 7.1% | 5.0% | -% | -% |
| 9 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| | .9% | -% | -% | 2.8% | -% | -% | -% | -% | -% |
| 10 | 2 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 |
| | 1.8% | -% | -% | -% | -% | -% | 5.0% | 6.7% | -% |
| 12 | 4 | 0 | 2 | 1 | 0 | 1 | 0 | 0 | 0 |
| | 3.5% | -% | 5.3% | 2.8% | -% | 7.1% | -% | -% | -% |
| 16 | 1 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 |
| | .9% | -% | 2.6% | 2.8% | -% | -% | -% | -% | -% |
| 20 | 2 | 0 | 0 | 2 | 0 | 0 | 0 | 0 | 0 |
| | 1.8% | -% | -% | 5.6% | -% | -% | -% | -% | -% |

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*=LESS THAN .5%

PRODUCT LIABILITY
Q.37- ESTIMATE OF THE NUMBER OF PENDING LAW SUITS

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| 21 | 1<br>.9% | 1<br>9.1% | 1<br>2.6% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| 26 | 1<br>.9% | 1<br>9.1% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>6.7% | 0<br>-% |
| 30 | 3<br>2.7% | 0<br>-% | 0<br>-% | 3<br>8.3% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| 100 | 2<br>1.8% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 2<br>10.0% | 1<br>6.7% | 0<br>-% |
| BASE | 113 | 11 | 38 | 36 | 7 | 14 | 20 | 15 | 11 |
| MEAN | 5.31 | 5.45 | 3.00 | 5.81 | 1.00 | 2.00 | 12.20 | 10.00 | 1.27 |
| SIGMA | 113<br>100.3 | 11<br>100.1 | 38<br>100.0 | 36<br>100.2 | 7<br>100.0 | 14<br>99.8 | 20<br>100.0 | 15<br>100.2 | 11<br>100.0 |

LABOR ISSUES
Q.38- CHOICE OF HEALTH CARE REFORM OPTIONS

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 19 | 5 | 9 | 4 | 1 | 4 | 3 | 1 | 2 |
| TOTAL ANSWERING | 183 | 19 | 59 | 50 | 13 | 36 | 27 | 26 | 20 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| SINGLE PAYER | 28 | 2 | 11 | 8 | 2 | 7 | 4 | 5 | 6 |
| | 15.3% | 10.5% | 18.6% | 16.0% | 15.4% | 19.4% | 14.8% | 19.2% | 30.0% |
| ALL PAYER | 65 | 7 | 14 | 22 | 7 | 14 | 10 | 8 | 4 |
| | 35.5% | 36.8% | 23.7% | 44.0% | 53.8% | 38.9% | 37.0% | 30.8% | 20.0% |
| PLAY OR PAY | 27 | 2 | 12 | 8 | 0 | 6 | 3 | 2 | 4 |
| | 14.8% | 10.5% | 20.3% | 16.0% | -% | 16.7% | 11.1% | 7.7% | 20.0% |
| LET THE SYSTEM WORK OUT ITS PROBLEMS | 59 | 8 | 21 | 11 | 4 | 9 | 9 | 10 | 6 |
| | 32.2% | 42.1% | 35.6% | 22.0% | 30.8% | 25.0% | 33.3% | 38.5% | 30.0% |
| OTHER | 4 | 0 | 1 | 1 | 0 | 0 | 1 | 1 | 0 |
| | 2.2% | -% | 1.7% | 2.0% | -% | -% | 3.7% | 3.8% | -% |
| SIGMA | 183 | 19 | 59 | 50 | 13 | 36 | 27 | 26 | 20 |
| | 100.0 | 99.9 | 99.9 | 100.0 | 100.0 | 100.0 | 99.9 | 100.0 | 100.0 |


*=LESS THAN .5%

LABOR ISSUES

Q.39- WHETHER SUPPORT OR OPPOSE REQUIRING INDIVIDUALS INSTEAD OF EMPLOYERS TO BE RESPONSIBLE FOR HEALTH CARE AND EXPANDING THEIR PERSONAL DEDUCTION FOR MEDICAL EXPENSES TO COVER THE FIRST $3,000 OF PREMIUMS

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 17 | 5 | 7 | 4 | 0 | 2 | 4 | 3 | 0 |
| TOTAL ANSWERING | 185 | 19 | 61 | 50 | 14 | 38 | 26 | 24 | 22 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| SUPPORT | 93 | 10 | 34 | 20 | 10 | 18 | 15 | 12 | 7 |
| | 50.3% | 52.6% | 55.7% | 40.0% | 71.4% | 47.4% | 57.7% | 50.0% | 31.8% |
| OPPOSE | 92 | 9 | 27 | 30 | 4 | 20 | 11 | 12 | 15 |
| | 49.7% | 47.4% | 44.3% | 60.0% | 28.6% | 52.6% | 42.3% | 50.0% | 68.2% |
| SIGMA | 185 | 19 | 61 | 50 | 14 | 38 | 26 | 24 | 22 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

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LABOR ISSUES

Q.40- COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR: "FAMILY PLAN"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 76 | 10 | 23 | 22 | 7 | 13 | 9 | 10 | 10 |
| TOTAL ANSWERING | 126 | 14 | 45 | 32 | 7 | 27 | 21 | 17 | 12 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| FAMILY PLAN | | | | | | | | | |
| 0% | 5 | 0 | 2 | 2 | 0 | 2 | 0 | 0 | 0 |
| | 4.0% | -% | 4.4% | 6.3% | -% | 7.4% | -% | -% | -% |
| 5% | 2 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 |
| | 1.6% | -% | -% | 3.1% | -% | 3.7% | -% | -% | -% |
| 12% | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| | .8% | -% | -% | -% | -% | -% | 4.8% | -% | -% |
| 15% | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| | .8% | -% | -% | 3.1% | -% | -% | -% | -% | -% |
| 25% | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| | .8% | -% | -% | -% | -% | -% | 4.8% | -% | -% |
| 35% | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | .8% | 7.1% | -% | -% | -% | -% | -% | -% | -% |
| 50% | 21 | 2 | 6 | 6 | 2 | 4 | 3 | 5 | 1 |
| | 16.7% | 14.3% | 13.3% | 18.8% | 28.6% | 14.8% | 14.3% | 29.4% | 8.3% |
| 52% | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| | .8% | -% | -% | -% | -% | -% | 4.8% | -% | -% |
| 60% | 5 | 0 | 2 | 1 | 2 | 2 | 0 | 1 | 1 |
| | 4.0% | -% | 4.4% | 3.1% | 28.6% | 7.4% | -% | 5.9% | 8.3% |
| 61% | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 |
| | .8% | -% | -% | -% | -% | -% | 4.8% | 5.9% | -% |
| 65% | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 |
| | .8% | 7.1% | -% | -% | -% | -% | -% | 5.9% | -% |



*=LESS THAN .5%

LABOR ISSUES
Q.40- COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR:
"FAMILY PLAN"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| 66% | 1<br>.8% | 0<br>-% | 1<br>2.2% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>8.3% |
| 70% | 6<br>4.8% | 2<br>14.3% | 4<br>8.9% | 1<br>3.1% | 0<br>-% | 1<br>3.7% | 2<br>9.5% | 0<br>-% | 0<br>-% |
| 72% | 1<br>.8% | 0<br>-% | 0<br>-% | 1<br>3.1% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| 75% | 6<br>4.8% | 2<br>14.3% | 2<br>4.4% | 0<br>-% | 0<br>-% | 2<br>7.4% | 0<br>-% | 1<br>5.9% | 0<br>-% |
| 77% | 2<br>1.6% | 0<br>-% | 1<br>2.2% | 1<br>3.1% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| 80% | 14<br>11.1% | 2<br>14.3% | 6<br>13.3% | 5<br>15.6% | 2<br>28.6% | 3<br>11.1% | 1<br>4.8% | 2<br>11.8% | 1<br>8.3% |
| 81% | 1<br>.8% | 0<br>-% | 1<br>2.2% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| 82% | 1<br>.8% | 0<br>-% | 1<br>2.2% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| 85% | 4<br>3.2% | 0<br>-% | 1<br>2.2% | 1<br>3.1% | 0<br>-% | 1<br>3.7% | 0<br>-% | 0<br>-% | 1<br>8.3% |
| 88% | 2<br>1.6% | 0<br>-% | 1<br>2.2% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>4.8% | 0<br>-% | 1<br>8.3% |
| 89% | 1<br>.8% | 1<br>7.1% | 1<br>2.2% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>4.8% | 0<br>-% | 0<br>-% |
| 90% | 6<br>4.8% | 0<br>-% | 3<br>6.7% | 1<br>3.1% | 1<br>14.3% | 1<br>3.7% | 1<br>4.8% | 1<br>5.9% | 1<br>8.3% |
| 91% | 1<br>.8% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>3.7% | 0<br>-% | 0<br>-% | 0<br>-% |
| 92% | 2<br>1.6% | 0<br>-% | 2<br>4.4% | 1<br>3.1% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

LABOR ISSUES
Q.40- COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR:
"FAMILY PLAN"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| 95% | 3 | 0 | 1 | 0 | 0 | 1 | 1 | 0 | 0 |
| | 2.4% | -% | 2.2% | -% | -% | 3.7% | 4.8% | -% | -% |
| 99% | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| | .8% | -% | -% | -% | -% | -% | 4.8% | -% | -% |
| 100% | 34 | 3 | 10 | 10 | 0 | 8 | 6 | 5 | 5 |
| | 27.0% | 21.4% | 22.2% | 31.3% | -% | 29.6% | 28.6% | 29.4% | 41.7% |
| BASE | 126 | 14 | 45 | 32 | 7 | 27 | 21 | 17 | 12 |
| MEAN | 73.60 | 74.21 | 76.60 | 70.81 | 67.14 | 72.07 | 75.29 | 74.18 | 84.92 |
| SIGMA | 126 | 14 | 45 | 32 | 7 | 27 | 21 | 17 | 12 |
| | 100.4 | 99.9 | 99.6 | 99.9 | 100.1 | 99.9 | 100.4 | 100.1 | 99.8 |


*=LESS THAN .5%

LABOR ISSUES

Q.40- COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR: "AVERAGE COST TO COMPANY PER COVERED EMPLOYEE"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 94 | 10 | 29 | 27 | 7 | 17 | 11 | 13 | 10 |
| TOTAL ANSWERING | 108 | 14 | 39 | 27 | 7 | 23 | 19 | 14 | 12 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| AVERAGE COST TO COMPANY PER COVERED EMPLOYEE | | | | | | | | | |
| UNDER $100 | 14 | 2 | 6 | 3 | 4 | 5 | 1 | 2 | 0 |
| | 13.0% | 14.3% | 15.4% | 11.1% | 57.1% | 21.7% | 5.3% | 14.3% | -% |
| $100 TO $149 | 14 | 3 | 5 | 3 | 0 | 2 | 4 | 3 | 1 |
| | 13.0% | 21.4% | 12.8% | 11.1% | -% | 8.7% | 21.1% | 21.4% | 8.3% |
| $150 TO $199 | 7 | 1 | 4 | 0 | 0 | 2 | 0 | 3 | 4 |
| | 6.5% | 7.1% | 10.3% | -% | -% | 8.7% | -% | 21.4% | 33.3% |
| $200 TO $249 | 16 | 0 | 5 | 5 | 1 | 4 | 1 | 2 | 1 |
| | 14.8% | -% | 12.8% | 18.5% | 14.3% | 17.4% | 5.3% | 14.3% | 8.3% |
| $250 TO $299 | 13 | 3 | 6 | 4 | 0 | 1 | 3 | 0 | 1 |
| | 12.0% | 21.4% | 15.4% | 14.8% | -% | 4.3% | 15.8% | -% | 8.3% |
| $300 TO $349 | 14 | 2 | 3 | 5 | 0 | 0 | 2 | 1 | 1 |
| | 13.0% | 14.3% | 7.7% | 18.5% | -% | -% | 10.5% | 7.1% | 8.3% |
| $350 TO $399 | 13 | 2 | 7 | 1 | 2 | 7 | 2 | 1 | 3 |
| | 12.0% | 14.3% | 17.9% | 3.7% | 28.6% | 30.4% | 10.5% | 7.1% | 25.0% |
| $400 TO $449 | 5 | 0 | 0 | 1 | 0 | 0 | 4 | 0 | 0 |
| | 4.6% | -% | -% | 3.7% | -% | -% | 21.1% | -% | -% |
| $450 TO $499 | 3 | 0 | 0 | 1 | 0 | 1 | 0 | 1 | 1 |
| | 2.8% | -% | -% | 3.7% | -% | 4.3% | -% | 7.1% | 8.3% |
| $500 AND OVER | 9 | 1 | 3 | 4 | 0 | 1 | 2 | 1 | 0 |
| | 8.3% | 7.1% | 7.7% | 14.8% | -% | 4.3% | 10.5% | 7.1% | -% |
| BASE | 108 | 14 | 39 | 27 | 7 | 23 | 19 | 14 | 12 |

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LABOR ISSUES

Q.40- COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR:
"AVERAGE COST TO COMPANY PER COVERED EMPLOYEE"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| MEAN | 284.3 | 273.57 | 257.1 | 338.4 | 168.86 | 263.22 | 349.32 | 219.64 | 262.83 |
| SIGMA | 108 | 14 | 39 | 27 | 7 | 23 | 19 | 14 | 12 |
| | 100.0 | 99.9 | 100.0 | 99.9 | 100.0 | 99.8 | 100.1 | 99.8 | 99.8 |

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LABOR ISSUES

Q.40- COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR: "INDIVIDUAL PLAN"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 70 | 7 | 22 | 19 | 5 | 15 | 11 | 9 | 9 |
| TOTAL ANSWERING | 132 | 17 | 46 | 35 | 9 | 25 | 19 | 18 | 13 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| INDIVIDUAL PALN | | | | | | | | | |
| 0% | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| | .8% | -% | 2.2% | -% | -% | -% | -% | -% | -% |
| 6% | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| | .8% | -% | -% | -% | -% | -% | 5.3% | -% | -% |
| 10% | 1 | 0 | 1 | 0 | 1 | 1 | 0 | 0 | 0 |
| | .8% | -% | 2.2% | -% | 11.1% | 4.0% | -% | -% | -% |
| 15% | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| | .8% | -% | -% | 2.9% | -% | -% | -% | -% | -% |
| 20% | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 |
| | .8% | -% | -% | -% | -% | -% | -% | 5.6% | -% |
| 35% | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | .8% | 5.9% | -% | -% | -% | -% | -% | -% | -% |
| 46% | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| | .8% | -% | -% | -% | -% | -% | 5.3% | -% | -% |
| 50% | 9 | 1 | 5 | 2 | 0 | 0 | 0 | 2 | 0 |
| | 6.8% | 5.9% | 10.9% | 5.7% | -% | -% | -% | 11.1% | -% |
| 60% | 3 | 0 | 1 | 1 | 2 | 2 | 0 | 0 | 1 |
| | 2.3% | -% | 2.2% | 2.9% | 22.2% | 8.0% | -% | -% | 7.7% |
| 66% | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 |
| | .8% | -% | 2.2% | -% | -% | -% | -% | -% | 7.7% |
| 70% | 2 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 |
| | 1.5% | -% | 2.2% | 2.9% | -% | -% | -% | -% | -% |

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LABOR ISSUES

Q.40- COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR: "INDIVIDUAL PLAN"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| 75% | 5<br>3.8% | 2<br>11.8% | 3<br>6.5% | 0<br>-% | 0<br>-% | 1<br>4.0% | 1<br>5.3% | 0<br>-% | 1<br>7.7% |
| 77% | 1<br>.8% | 0<br>-% | 0<br>-% | 1<br>2.9% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| 80% | 13<br>9.8% | 2<br>11.8% | 5<br>10.9% | 4<br>11.4% | 2<br>22.2% | 3<br>12.0% | 2<br>10.5% | 0<br>-% | 0<br>-% |
| 81% | 1<br>.8% | 0<br>-% | 1<br>2.2% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| 82% | 2<br>1.5% | 0<br>-% | 1<br>2.2% | 0<br>-% | 0<br>-% | 1<br>4.0% | 0<br>-% | 0<br>-% | 0<br>-% |
| 84% | 1<br>.8% | 0<br>-% | 1<br>2.2% | 1<br>2.9% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| 85% | 3<br>2.3% | 0<br>-% | 1<br>2.2% | 1<br>2.9% | 0<br>-% | 1<br>4.0% | 0<br>-% | 0<br>-% | 0<br>-% |
| 88% | 1<br>.8% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>4.0% | 0<br>-% | 0<br>-% | 0<br>-% |
| 89% | 1<br>.8% | 1<br>5.9% | 1<br>2.2% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| 90% | 7<br>5.3% | 0<br>-% | 3<br>6.5% | 0<br>-% | 0<br>-% | 1<br>4.0% | 2<br>10.5% | 3<br>16.7% | 2<br>15.4% |
| 92% | 2<br>1.5% | 0<br>-% | 1<br>2.2% | 1<br>2.9% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| 93% | 1<br>.8% | 1<br>5.9% | 1<br>2.2% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>5.3% | 0<br>-% | 0<br>-% |
| 94% | 1<br>.8% | 0<br>-% | 1<br>2.2% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| 95% | 4<br>3.0% | 0<br>-% | 1<br>2.2% | 1<br>2.9% | 0<br>-% | 1<br>4.0% | 1<br>5.3% | 0<br>-% | 0<br>-% |

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LABOR ISSUES

Q.40- COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR: "INDIVIDUAL PLAN"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| 99% | 1<br>.8% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>5.3% | 0<br>-% | 0<br>-% |
| 100% | 66<br>50.0% | 9<br>52.9% | 16<br>34.8% | 21<br>60.0% | 4<br>44.4% | 13<br>52.0% | 9<br>47.4% | 12<br>66.7% | 8<br>61.5% |
| BASE | 132 | 17 | 46 | 35 | 9 | 25 | 19 | 18 | 13 |
| MEAN | 85.61 | 86.88 | 81.43 | 88.51 | 76.67 | 87.40 | 87.05 | 88.33 | 90.85 |
| SIGMA | 132<br>100.6 | 17<br>100.1 | 46<br>100.4 | 35<br>100.3 | 9<br>99.9 | 25<br>100.0 | 19<br>100.2 | 18<br>100.1 | 13<br>100.0 |



*=LESS THAN .5%

LABOR ISSUES
Q.40- COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR:
"AVERAGE COST TO COMPANY PER COVERED EMPLOYEE"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 97 | 10 | 28 | 26 | 5 | 20 | 14 | 15 | 11 |
| TOTAL ANSWERING | 105 | 14 | 40 | 28 | 9 | 20 | 16 | 12 | 11 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| AVERAGE COST TO COMPANY PER COVERED EMPLOYEE | | | | | | | | | |
| UNDER $25 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 |
| | 1.0% | -% | -% | -% | -% | 5.0% | -% | -% | -% |
| $25 TO $49 | 10 | 0 | 7 | 2 | 2 | 3 | 1 | 2 | 2 |
| | 9.5% | -% | 17.5% | 7.1% | 22.2% | 15.0% | 6.3% | 16.7% | 18.2% |
| $50 TO $74 | 12 | 2 | 5 | 3 | 1 | 2 | 1 | 1 | 0 |
| | 11.4% | 14.3% | 12.5% | 10.7% | 11.1% | 10.0% | 6.3% | 8.3% | -% |
| $75 TO $99 | 13 | 1 | 5 | 5 | 0 | 1 | 2 | 1 | 1 |
| | 12.4% | 7.1% | 12.5% | 17.9% | -% | 5.0% | 12.5% | 8.3% | 9.1% |
| $100 TO $124 | 16 | 5 | 4 | 6 | 2 | 4 | 3 | 2 | 2 |
| | 15.2% | 35.7% | 10.0% | 21.4% | 22.2% | 20.0% | 18.8% | 16.7% | 18.2% |
| $125 TO $149 | 11 | 1 | 4 | 4 | 2 | 3 | 0 | 0 | 0 |
| | 10.5% | 7.1% | 10.0% | 14.3% | 22.2% | 15.0% | -% | -% | -% |
| $150 TO $174 | 12 | 1 | 6 | 1 | 1 | 1 | 4 | 2 | 2 |
| | 11.4% | 7.1% | 15.0% | 3.6% | 11.1% | 5.0% | 25.0% | 16.7% | 18.2% |
| $175 TO $199 | 11 | 1 | 1 | 2 | 1 | 3 | 4 | 1 | 2 |
| | 10.5% | 7.1% | 2.5% | 7.1% | 11.1% | 15.0% | 25.0% | 8.3% | 18.2% |
| $200 TO $224 | 6 | 1 | 4 | 0 | 0 | 2 | 0 | 2 | 1 |
| | 5.7% | 7.1% | 10.0% | -% | -% | 10.0% | -% | 16.7% | 9.1% |
| $225 TO $249 | 2 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| | 1.9% | 7.1% | -% | 3.6% | -% | -% | -% | -% | -% |
| $250 TO $274 | 2 | 0 | 0 | 2 | 0 | 0 | 0 | 0 | 0 |
| | 1.9% | -% | -% | 7.1% | -% | -% | -% | -% | -% |

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LABOR ISSUES

Q.40- COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR: "AVERAGE COST TO COMPANY PER COVERED EMPLOYEE"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| $275 TO $399 | 5 | 1 | 2 | 0 | 0 | 0 | 1 | 1 | 1 |
| | 4.8% | 7.1% | 5.0% | -% | -% | -% | 6.3% | 8.3% | 9.1% |
| $500 AND OVER | 4 | 0 | 2 | 2 | 0 | 0 | 0 | 0 | 0 |
| | 3.8% | -% | 5.0% | 7.1% | -% | -% | -% | -% | -% |
| BASE | 105 | 14 | 40 | 28 | 9 | 20 | 16 | 12 | 11 |
| MEAN | 158.6 | 142.21 | 151.1 | 182.5 | 105.11 | 114.05 | 145.44 | 134.67 | 140.45 |
| SIGMA | 105 | 14 | 40 | 28 | 9 | 20 | 16 | 12 | 11 |
| | 100.0 | 99.7 | 100.0 | 99.9 | 99.9 | 100.0 | 100.2 | 100.0 | 100.1 |

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LABOR ISSUES

Q.41- PERCENTAGE OF EMPLOYEES' INSURANCE PREMIUMS SHOULD EMPLOYERS PAY FOR: "EMPLOYEE"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 49 | 5 | 12 | 18 | 3 | 7 | 7 | 7 | 7 |
| TOTAL ANSWERING | 153 | 19 | 56 | 36 | 11 | 33 | 23 | 20 | 15 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| EMPLOYEE | | | | | | | | | |
| 0% | 6 | 0 | 1 | 1 | 0 | 1 | 0 | 2 | 1 |
| | 3.9% | -% | 1.8% | 2.8% | -% | 3.0% | -% | 10.0% | 6.7% |
| 5% | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 |
| | .7% | -% | -% | -% | -% | -% | -% | 5.0% | -% |
| 15% | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| | .7% | -% | -% | 2.8% | -% | -% | -% | -% | -% |
| 20% | 5 | 0 | 1 | 3 | 0 | 0 | 1 | 0 | 0 |
| | 3.3% | -% | 1.8% | 8.3% | -% | -% | 4.3% | -% | -% |
| 25% | 5 | 2 | 1 | 1 | 0 | 0 | 1 | 0 | 0 |
| | 3.3% | 10.5% | 1.8% | 2.8% | -% | -% | 4.3% | -% | -% |
| 30% | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| | .7% | -% | -% | -% | -% | -% | 4.3% | -% | -% |
| 35% | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | .7% | 5.3% | -% | -% | -% | -% | -% | -% | -% |
| 50% | 26 | 4 | 13 | 5 | 1 | 8 | 1 | 2 | 2 |
| | 17.0% | 21.1% | 23.2% | 13.9% | 9.1% | 24.2% | 4.3% | 10.0% | 13.3% |
| 60% | 2 | 0 | 1 | 1 | 1 | 2 | 1 | 0 | 0 |
| | 1.3% | -% | 1.8% | 2.8% | 9.1% | 6.1% | 4.3% | -% | -% |
| 66% | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| | .7% | -% | 1.8% | -% | -% | -% | -% | -% | -% |
| 70% | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| | .7% | -% | -% | 2.8% | -% | -% | -% | -% | -% |

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LABOR ISSUES
Q.41- PERCENTAGE OF EMPLOYEES' INSURANCE PREMIUMS SHOULD EMPLOYERS PAY FOR: "EMPLOYEE"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| 75% | 17 | 2 | 5 | 5 | 2 | 5 | 2 | 5 | 4 |
| | 11.1% | 10.5% | 8.9% | 13.9% | 18.2% | 15.2% | 8.7% | 25.0% | 26.7% |
| 80% | 20 | 3 | 9 | 4 | 2 | 2 | 5 | 1 | 2 |
| | 13.1% | 15.8% | 16.1% | 11.1% | 18.2% | 6.1% | 21.7% | 5.0% | 13.3% |
| 85% | 2 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0 |
| | 1.3% | -% | -% | -% | -% | 3.0% | 4.3% | -% | -% |
| 90% | 6 | 2 | 4 | 0 | 0 | 1 | 3 | 1 | 1 |
| | 3.9% | 10.5% | 7.1% | -% | -% | 3.0% | 13.0% | 5.0% | 6.7% |
| 95% | 3 | 1 | 2 | 0 | 1 | 0 | 0 | 1 | 0 |
| | 2.0% | 5.3% | 3.6% | -% | 9.1% | -% | -% | 5.0% | -% |
| 100% | 55 | 4 | 18 | 14 | 4 | 13 | 7 | 7 | 5 |
| | 35.9% | 21.1% | 32.1% | 38.9% | 36.4% | 39.4% | 30.4% | 35.0% | 33.3% |
| BASE | 153 | 19 | 56 | 36 | 11 | 33 | 23 | 20 | 15 |
| MEAN | 73.44 | 71.05 | 76.18 | 71.53 | 83.18 | 76.67 | 77.83 | 72.25 | 76.67 |
| SIGMA | 153 | 19 | 56 | 36 | 11 | 33 | 23 | 20 | 15 |
| | 100.3 | 100.1 | 100.0 | 100.1 | 100.1 | 100.0 | 99.6 | 100.0 | 100.0 |

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*=LESS THAN .5%

LABOR ISSUES

Q.41- PERCENTAGE OF EMPLOYEES' INSURANCE PREMIUMS SHOULD EMPLOYERS PAY FOR: "FAMILY"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 58 | 7 | 13 | 22 | 5 | 10 | 8 | 8 | 6 |
| TOTAL ANSWERING | 144 | 17 | 55 | 32 | 9 | 30 | 22 | 19 | 16 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| FAMILY | | | | | | | | | |
| 0% | 7 | 2 | 2 | 2 | 1 | 2 | 0 | 1 | 1 |
| | 4.9% | 11.8% | 3.6% | 6.3% | 11.1% | 6.7% | -% | 5.3% | 6.3% |
| 5% | 2 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 |
| | 1.4% | -% | -% | -% | -% | 3.3% | -% | 5.3% | -% |
| 10% | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| | .7% | -% | -% | 3.1% | -% | -% | -% | -% | -% |
| 15% | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| | .7% | -% | -% | 3.1% | -% | -% | -% | -% | -% |
| 20% | 5 | 2 | 3 | 2 | 1 | 0 | 1 | 1 | 0 |
| | 3.5% | 11.8% | 5.5% | 6.3% | 11.1% | -% | 4.5% | 5.3% | -% |
| 25% | 8 | 1 | 1 | 4 | 0 | 1 | 2 | 0 | 1 |
| | 5.6% | 5.9% | 1.8% | 12.5% | -% | 3.3% | 9.1% | -% | 6.3% |
| 30% | 5 | 1 | 2 | 0 | 0 | 3 | 1 | 0 | 0 |
| | 3.5% | 5.9% | 3.6% | -% | -% | 10.0% | 4.5% | -% | -% |
| 35% | 2 | 2 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| | 1.4% | 11.8% | 1.8% | -% | -% | -% | -% | -% | -% |
| 40% | 2 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| | 1.4% | 5.9% | -% | 3.1% | -% | -% | -% | -% | -% |
| 50% | 55 | 3 | 21 | 10 | 3 | 13 | 5 | 8 | 8 |
| | 38.2% | 17.6% | 38.2% | 31.3% | 33.3% | 43.3% | 22.7% | 42.1% | 50.0% |
| 55% | 1 | 0 | 1 | 0 | 1 | 1 | 0 | 0 | 0 |
| | .7% | -% | 1.8% | -% | 11.1% | 3.3% | -% | -% | -% |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

LABOR ISSUES

Q.41- PERCENTAGE OF EMPLOYEES' INSURANCE PREMIUMS SHOULD EMPLOYERS PAY FOR: "FAMILY"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| 60% | 3<br>2.1% | 0<br>-% | 2<br>3.6% | 1<br>3.1% | 1<br>11.1% | 2<br>6.7% | 1<br>4.5% | 0<br>-% | 0<br>-% |
| 66% | 1<br>.7% | 0<br>-% | 1<br>1.8% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% |
| 70% | 6<br>4.2% | 0<br>-% | 3<br>5.5% | 1<br>3.1% | 0<br>-% | 2<br>6.7% | 1<br>4.5% | 0<br>-% | 0<br>-% |
| 75% | 11<br>7.6% | 1<br>5.9% | 2<br>3.6% | 3<br>9.4% | 0<br>-% | 1<br>3.3% | 4<br>18.2% | 3<br>15.8% | 2<br>12.5% |
| 80% | 16<br>11.1% | 2<br>11.8% | 9<br>16.4% | 4<br>12.5% | 1<br>11.1% | 2<br>6.7% | 3<br>13.6% | 2<br>10.5% | 3<br>18.8% |
| 85% | 2<br>1.4% | 0<br>-% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>3.3% | 1<br>4.5% | 0<br>-% | 0<br>-% |
| 90% | 2<br>1.4% | 0<br>-% | 1<br>1.8% | 0<br>-% | 0<br>-% | 0<br>-% | 1<br>4.5% | 0<br>-% | 0<br>-% |
| 95% | 3<br>2.1% | 1<br>5.9% | 1<br>1.8% | 0<br>-% | 1<br>11.1% | 0<br>-% | 1<br>4.5% | 1<br>5.3% | 0<br>-% |
| 100% | 11<br>7.6% | 1<br>5.9% | 5<br>9.1% | 2<br>6.3% | 0<br>-% | 1<br>3.3% | 1<br>4.5% | 2<br>10.5% | 1<br>6.3% |
| BASE | 144 | 17 | 55 | 32 | 9 | 30 | 22 | 19 | 16 |
| MEAN | 55.18 | 46.18 | 58.84 | 49.38 | 51.11 | 50.17 | 63.18 | 58.16 | 57.19 |
| SIGMA | 144<br>100.2 | 17<br>100.2 | 55<br>99.9 | 32<br>100.1 | 9<br>99.9 | 30<br>99.9 | 22<br>99.6 | 19<br>100.1 | 16<br>100.2 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION

*=LESS THAN .5%

BUSINESS REGULATION

Q.42- FOLLOWING AGENCIES WHICH ARE CREATING THE MOST PROBLEMS FOR YOUR BUSINESS

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 32 | 2 | 11 | 8 | 4 | 6 | 3 | 3 | 4 |
| TOTAL ANSWERING | 170 | 22 | 57 | 46 | 10 | 34 | 27 | 24 | 18 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| IRS | 60 | 9 | 17 | 16 | 6 | 15 | 9 | 9 | 7 |
| | 35.3% | 40.9% | 29.8% | 34.8% | 60.0% | 44.1% | 33.3% | 37.5% | 38.9% |
| OSHA | 75 | 6 | 26 | 21 | 4 | 15 | 13 | 10 | 6 |
| | 44.1% | 27.3% | 45.6% | 45.7% | 40.0% | 44.1% | 48.1% | 41.7% | 33.3% |
| EPA | 114 | 12 | 37 | 31 | 5 | 23 | 18 | 18 | 9 |
| | 67.1% | 54.5% | 64.9% | 67.4% | 50.0% | 67.6% | 66.7% | 75.0% | 50.0% |
| TRANSPORTATION | 22 | 4 | 6 | 6 | 2 | 6 | 1 | 5 | 2 |
| | 12.9% | 18.2% | 10.5% | 13.0% | 20.0% | 17.6% | 3.7% | 20.8% | 11.1% |
| COMMERCE | 14 | 2 | 3 | 4 | 2 | 5 | 2 | 3 | 0 |
| | 8.2% | 9.1% | 5.3% | 8.7% | 20.0% | 14.7% | 7.4% | 12.5% | -% |
| OTHER | 23 | 2 | 9 | 6 | 1 | 3 | 5 | 1 | 2 |
| | 13.5% | 9.1% | 15.8% | 13.0% | 10.0% | 8.8% | 18.5% | 4.2% | 11.1% |
| SIGMA | 308 | 35 | 98 | 84 | 20 | 67 | 48 | 46 | 26 |
| | 181.1 | 159.1 | 171.9 | 182.6 | 200.0 | 196.9 | 177.7 | 191.7 | 144.4 |



*=LESS THAN .5%

BUSINESS REGULATION
Q.43- WHETHER YOUR COMPANY BEEN SUBJECTED TO AN IRS AUDIT IN 1991

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 4 | 1 | 0 | 1 | 0 | 0 | 2 | 0 | 0 |
| TOTAL ANSWERING | 198 | 23 | 68 | 53 | 14 | 40 | 28 | 27 | 22 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 31 | 4 | 7 | 14 | 1 | 2 | 5 | 4 | 4 |
| | 15.7% | 17.4% | 10.3% | 26.4% | 7.1% | 5.0% | 17.9% | 14.8% | 18.2% |
| NO | 167 | 19 | 61 | 39 | 13 | 38 | 23 | 23 | 18 |
| | 84.3% | 82.6% | 89.7% | 73.6% | 92.9% | 95.0% | 82.1% | 85.2% | 81.8% |
| SIGMA | 198 | 23 | 68 | 53 | 14 | 40 | 28 | 27 | 22 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

BUSINESS REGULATION
Q.43- OUTCOME OF IRS AUDIT

BASE: YES, IRS AUDIT

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 31 | 4 | 7 | 14 | 1 | 2 | 5 | 4 | 4 |
| NO ANSWER | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 |
| TOTAL ANSWERING | 30 | 4 | 7 | 14 | 1 | 2 | 5 | 3 | 3 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| FAVORABLE | 16 | 3 | 6 | 6 | 0 | 1 | 4 | 1 | 1 |
| | 53.3% | 75.0% | 85.7% | 42.9% | -% | 50.0% | 80.0% | 33.3% | 33.3% |
| FINE/PENALTY ASSESSED | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | 3.3% | 25.0% | -% | -% | -% | -% | -% | -% | -% |
| STILL PENDING | 13 | 0 | 1 | 8 | 1 | 1 | 1 | 2 | 2 |
| | 43.3% | -% | 14.3% | 57.1% | 100.0% | 50.0% | 20.0% | 66.7% | 66.7% |
| SIGMA | 30 | 4 | 7 | 14 | 1 | 2 | 5 | 3 | 3 |
| | 99.9 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |


*=LESS THAN .5%

BUSINESS REGULATION
Q.43- WHETHER YOUR COMPANY BEEN SUBJECTED TO A OSHA INSPECTION IN 1991

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 6 | 1 | 2 | 2 | 0 | 0 | 1 | 0 | 1 |
| TOTAL ANSWERING | 196 | 23 | 66 | 52 | 14 | 40 | 29 | 27 | 21 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 74 | 12 | 26 | 19 | 5 | 9 | 17 | 10 | 6 |
| | 37.8% | 52.2% | 39.4% | 36.5% | 35.7% | 22.5% | 58.6% | 37.0% | 28.6% |
| NO | 122 | 11 | 40 | 33 | 9 | 31 | 12 | 17 | 15 |
| | 62.2% | 47.8% | 60.6% | 63.5% | 64.3% | 77.5% | 41.4% | 63.0% | 71.4% |
| SIGMA | 196 | 23 | 66 | 52 | 14 | 40 | 29 | 27 | 21 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
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BUSINESS REGULATION
Q.43- OUTCOME OF OSHA INSPECTION

BASE: YES, OSHA INSPECTION

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 74 | 12 | 26 | 19 | 5 | 9 | 17 | 10 | 6 |
| NO ANSWER | 4 | 0 | 2 | 0 | 0 | 1 | 1 | 1 | 0 |
| TOTAL ANSWERING | 70 | 12 | 24 | 19 | 5 | 8 | 16 | 9 | 6 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| FAVORABLE | 52 | 10 | 20 | 15 | 4 | 6 | 12 | 6 | 6 |
| | 74.3% | 83.3% | 83.3% | 78.9% | 80.0% | 75.0% | 75.0% | 66.7% | 100.0% |
| FINE/PENALTY ASSESSED | 9 | 1 | 0 | 4 | 1 | 2 | 1 | 1 | 0 |
| | 12.9% | 8.3% | -% | 21.1% | 20.0% | 25.0% | 6.3% | 11.1% | -% |
| STILL PENDING | 9 | 1 | 4 | 0 | 0 | 0 | 3 | 2 | 0 |
| | 12.9% | 8.3% | 16.7% | -% | -% | -% | 18.8% | 22.2% | -% |
| SIGMA | 70 | 12 | 24 | 19 | 5 | 8 | 16 | 9 | 6 |
| | 100.1 | 99.9 | 100.0 | 100.0 | 100.0 | 100.0 | 100.1 | 100.0 | 100.0 |


*=LESS THAN .5%

BUSINESS REGULATION

Q.43- WHETHER YOUR COMPANY BEEN SUBJECTED TO A EPA INVESTIGATION IN 1991

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 10 | 2 | 3 | 4 | 0 | 2 | 2 | 1 | 1 |
| TOTAL ANSWERING | 192 | 22 | 65 | 50 | 14 | 38 | 28 | 26 | 21 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 70 | 9 | 27 | 18 | 2 | 8 | 11 | 10 | 5 |
| | 36.5% | 40.9% | 41.5% | 36.0% | 14.3% | 21.1% | 39.3% | 38.5% | 23.8% |
| NO | 122 | 13 | 38 | 32 | 12 | 30 | 17 | 16 | 16 |
| | 63.5% | 59.1% | 58.5% | 64.0% | 85.7% | 78.9% | 60.7% | 61.5% | 76.2% |
| SIGMA | 192 | 22 | 65 | 50 | 14 | 38 | 28 | 26 | 21 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

BUSINESS REGULATION
Q.43- OUTCOME OF EPA INSPECTION

BASE: YES, EPA INVESTIGATION

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 70 | 9 | 27 | 18 | 2 | 8 | 11 | 10 | 5 |
| NO ANSWER | 4 | 1 | 2 | 2 | 1 | 1 | 0 | 0 | 1 |
| TOTAL ANSWERING | 66 | 8 | 25 | 16 | 1 | 7 | 11 | 10 | 4 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| FAVORABLE | 47 | 5 | 16 | 13 | 1 | 6 | 7 | 8 | 1 |
| | 71.2% | 62.5% | 64.0% | 81.3% | 100.0% | 85.7% | 63.6% | 80.0% | 25.0% |
| FINE/PENALTY ASSESSED | 3 | 0 | 2 | 1 | 0 | 0 | 0 | 0 | 0 |
| | 4.5% | -% | 8.0% | 6.3% | -% | -% | -% | -% | -% |
| STILL PENDING | 16 | 3 | 7 | 2 | 0 | 1 | 4 | 2 | 3 |
| | 24.2% | 37.5% | 28.0% | 12.5% | -% | 14.3% | 36.4% | 20.0% | 75.0% |
| SIGMA | 66 | 8 | 25 | 16 | 1 | 7 | 11 | 10 | 4 |
| | 99.9 | 100.0 | 100.0 | 100.1 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |


*=LESS THAN .5%

PUBLIC POLICY

Q.44- MOST IMPORTANT FACTOR FACING THE COUNTRY RIGHT NOW

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 5 | 0 | 1 | 1 | 0 | 0 | 1 | 2 | 0 |
| TOTAL ANSWERING | 197 | 24 | 67 | 53 | 14 | 40 | 29 | 25 | 22 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| FEDERAL BUDGET DEFICIT | 88 | 12 | 28 | 26 | 9 | 17 | 18 | 8 | 9 |
| | 44.7% | 50.0% | 41.8% | 49.1% | 64.3% | 42.5% | 62.1% | 32.0% | 40.9% |
| RECESSION | 62 | 10 | 20 | 17 | 6 | 19 | 7 | 10 | 8 |
| | 31.5% | 41.7% | 29.9% | 32.1% | 42.9% | 47.5% | 24.1% | 40.0% | 36.4% |
| ALL EQUALLY | 26 | 2 | 12 | 8 | 1 | 4 | 1 | 3 | 3 |
| | 13.2% | 8.3% | 17.9% | 15.1% | 7.1% | 10.0% | 3.4% | 12.0% | 13.6% |
| U.S. TRADE DEFICIT | 20 | 5 | 9 | 6 | 2 | 1 | 1 | 5 | 2 |
| | 10.2% | 20.8% | 13.4% | 11.3% | 14.3% | 2.5% | 3.4% | 20.0% | 9.1% |
| PRODUCTIVITY | 17 | 3 | 8 | 3 | 2 | 5 | 1 | 4 | 2 |
| | 8.6% | 12.5% | 11.9% | 5.7% | 14.3% | 12.5% | 3.4% | 16.0% | 9.1% |
| UNEMPLOYMENT | 13 | 5 | 0 | 3 | 0 | 1 | 2 | 2 | 0 |
| | 6.6% | 20.8% | -% | 5.7% | -% | 2.5% | 6.9% | 8.0% | -% |
| INTEREST RATES | 3 | 2 | 0 | 1 | 1 | 1 | 0 | 1 | 0 |
| | 1.5% | 8.3% | -% | 1.9% | 7.1% | 2.5% | -% | 4.0% | -% |
| NOT SURE | 3 | 1 | 3 | 0 | 0 | 0 | 0 | 0 | 0 |
| | 1.5% | 4.2% | 4.5% | -% | -% | -% | -% | -% | -% |
| INFLATION | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 |
| | .5% | -% | -% | -% | -% | -% | -% | 4.0% | -% |
| SIGMA | 233 | 40 | 80 | 64 | 21 | 48 | 30 | 34 | 24 |
| | 118.3 | 166.6 | 119.4 | 120.9 | 150.0 | 120.0 | 103.3 | 136.0 | 109.1 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

TABLE 94

PUBLIC POLICY
Q.45- RATING THE BUSH ADMINISTRATION GOING INTO 1992

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 4 | 1 | 0 | 1 | 0 | 0 | 2 | 1 | 0 |
| TOTAL ANSWERING | 198 | 23 | 68 | 53 | 14 | 40 | 28 | 26 | 22 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| HIGHEST (10) | 2 | 2 | 1 | 0 | 2 | 1 | 0 | 1 | 0 |
| | 1.0% | 8.7% | 1.5% | -% | 14.3% | 2.5% | -% | 3.8% | -% |
| (9) | 4 | 0 | 1 | 1 | 0 | 0 | 1 | 1 | 1 |
| | 2.0% | -% | 1.5% | 1.9% | -% | -% | 3.6% | 3.8% | 4.5% |
| (8) | 42 | 5 | 11 | 13 | 5 | 9 | 5 | 8 | 4 |
| | 21.2% | 21.7% | 16.2% | 24.5% | 35.7% | 22.5% | 17.9% | 30.8% | 18.2% |
| (7) | 48 | 8 | 16 | 12 | 5 | 12 | 8 | 6 | 3 |
| | 24.2% | 34.8% | 23.5% | 22.6% | 35.7% | 30.0% | 28.6% | 23.1% | 13.6% |
| (6) | 46 | 4 | 14 | 15 | 1 | 10 | 6 | 1 | 4 |
| | 23.2% | 17.4% | 20.6% | 28.3% | 7.1% | 25.0% | 21.4% | 3.8% | 18.2% |
| (5) | 32 | 1 | 11 | 4 | 0 | 6 | 6 | 7 | 6 |
| | 16.2% | 4.3% | 16.2% | 7.5% | -% | 15.0% | 21.4% | 26.9% | 27.3% |
| (4) | 13 | 2 | 8 | 3 | 1 | 2 | 2 | 2 | 2 |
| | 6.6% | 8.7% | 11.8% | 5.7% | 7.1% | 5.0% | 7.1% | 7.7% | 9.1% |
| (3) | 5 | 0 | 3 | 2 | 0 | 0 | 0 | 0 | 1 |
| | 2.5% | -% | 4.4% | 3.8% | -% | -% | -% | -% | 4.5% |
| (2) | 4 | 1 | 3 | 1 | 0 | 0 | 0 | 0 | 1 |
| | 2.0% | 4.3% | 4.4% | 1.9% | -% | -% | -% | -% | 4.5% |
| LOWEST (1) | 2 | 0 | 0 | 2 | 0 | 0 | 0 | 0 | 0 |
| | 1.0% | -% | -% | 3.8% | -% | -% | -% | -% | -% |
| BASE | 198 | 23 | 68 | 53 | 14 | 40 | 28 | 26 | 22 |
| MEAN | 6.27 | 6.74 | 5.96 | 6.21 | 7.50 | 6.60 | 6.39 | 6.69 | 5.86 |
| SIGMA | 198 | 23 | 68 | 53 | 14 | 40 | 28 | 26 | 22 |
| | 99.9 | 99.9 | 100.1 | 100.0 | 99.9 | 100.0 | 100.0 | 99.9 | 99.9 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

PUBLIC POLICY

Q.46- WHETHER BELIEVE THE PRESIDENT SPENDS ENOUGH TIME ON DOMESTIC MATTERS

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 3 | 1 | 0 | 1 | 0 | 0 | 1 | 1 | 0 |
| TOTAL ANSWERING | 199 | 23 | 68 | 53 | 14 | 40 | 29 | 26 | 22 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| TOO LITTLE ATTENTION | 128 | 14 | 47 | 33 | 6 | 25 | 20 | 15 | 18 |
| | 64.3% | 60.9% | 69.1% | 62.3% | 42.9% | 62.5% | 69.0% | 57.7% | 81.8% |
| TOO MUCH ATTENTION | 2 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 |
| | 1.0% | -% | 1.5% | -% | -% | 2.5% | -% | -% | -% |
| APPROPRIATE ATTENTION | 51 | 8 | 14 | 13 | 6 | 9 | 6 | 9 | 4 |
| | 25.6% | 34.8% | 20.6% | 24.5% | 42.9% | 22.5% | 20.7% | 34.6% | 18.2% |
| NOT SURE | 18 | 1 | 6 | 7 | 2 | 5 | 3 | 2 | 0 |
| | 9.0% | 4.3% | 8.8% | 13.2% | 14.3% | 12.5% | 10.3% | 7.7% | -% |
| SIGMA | 199 | 23 | 68 | 53 | 14 | 40 | 29 | 26 | 22 |
| | 99.9 | 100.0 | 100.0 | 100.0 | 100.1 | 100.0 | 100.0 | 100.0 | 100.0 |



*=LESS THAN .5%

PUBLIC POLICY
Q.47- RATING THE PERFORMANCE OF THE 102ND CONGRESS AS WE ENTER 1992

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 13 | 1 | 1 | 5 | 1 | 1 | 3 | 3 | 1 |
| TOTAL ANSWERING | 189 | 23 | 67 | 49 | 13 | 39 | 27 | 24 | 21 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| HIGHEST (10) | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 |
| | .5% | -% | -% | -% | -% | 2.6% | -% | -% | -% |
| (7) | 4 | 0 | 1 | 3 | 0 | 0 | 0 | 0 | 1 |
| | 2.1% | -% | 1.5% | 6.1% | -% | -% | -% | -% | 4.8% |
| (6) | 6 | 0 | 3 | 0 | 0 | 0 | 2 | 0 | 1 |
| | 3.2% | -% | 4.5% | -% | -% | -% | 7.4% | -% | 4.8% |
| (5) | 20 | 1 | 5 | 6 | 2 | 4 | 3 | 3 | 3 |
| | 10.6% | 4.3% | 7.5% | 12.2% | 15.4% | 10.3% | 11.1% | 12.5% | 14.3% |
| (4) | 28 | 3 | 9 | 6 | 2 | 9 | 2 | 2 | 6 |
| | 14.8% | 13.0% | 13.4% | 12.2% | 15.4% | 23.1% | 7.4% | 8.3% | 28.6% |
| (3) | 37 | 6 | 15 | 8 | 1 | 6 | 4 | 5 | 2 |
| | 19.6% | 26.1% | 22.4% | 16.3% | 7.7% | 15.4% | 14.8% | 20.8% | 9.5% |
| (2) | 42 | 5 | 17 | 10 | 4 | 13 | 7 | 9 | 5 |
| | 22.2% | 21.7% | 25.4% | 20.4% | 30.8% | 33.3% | 25.9% | 37.5% | 23.8% |
| LOWEST (1) | 51 | 8 | 17 | 16 | 4 | 6 | 9 | 5 | 3 |
| | 27.0% | 34.8% | 25.4% | 32.7% | 30.8% | 15.4% | 33.3% | 20.8% | 14.3% |
| BASE | 189 | 23 | 67 | 49 | 13 | 39 | 27 | 24 | 21 |
| MEAN | 2.81 | 2.30 | 2.72 | 2.76 | 2.54 | 2.97 | 2.59 | 2.54 | 3.38 |
| SIGMA | 189 | 23 | 67 | 49 | 13 | 39 | 27 | 24 | 21 |
| | 100.0 | 99.9 | 100.1 | 99.9 | 100.1 | 100.1 | 99.9 | 99.9 | 100.1 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

PUBLIC POLICY
Q.48- WHETHER FAVOR TERM LIMITS ON MEMBERS OF CONGRESS

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
|---|---|---|---|---|---|---|---|---|---|
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 3 | 0 | 0 | 1 | 0 | 1 | 1 | 0 | 0 |
| TOTAL ANSWERING | 199 | 24 | 68 | 53 | 14 | 39 | 29 | 27 | 22 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| YES | 161 | 21 | 53 | 45 | 12 | 34 | 24 | 19 | 18 |
| | 80.9% | 87.5% | 77.9% | 84.9% | 85.7% | 87.2% | 82.8% | 70.4% | 81.8% |
| NO | 38 | 3 | 15 | 8 | 2 | 5 | 5 | 8 | 4 |
| | 19.1% | 12.5% | 22.1% | 15.1% | 14.3% | 12.8% | 17.2% | 29.6% | 18.2% |
| SIGMA | 199 | 24 | 68 | 53 | 14 | 39 | 29 | 27 | 22 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |


*=LESS THAN .5%

ISSUE PRIORITY

Q.49- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1992: "TAX POLICY ISSUES"

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 15 | 4 | 3 | 5 | 0 | 3 | 4 | 0 | 0 |
| TOTAL ANSWERING | 187 | 20 | 65 | 49 | 14 | 37 | 26 | 27 | 22 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| TAX POLICY ISSUES | | | | | | | | | |
| MOST IMPORTANT (1) | 63 | 9 | 20 | 17 | 8 | 16 | 3 | 9 | 7 |
| | 33.7% | 45.0% | 30.8% | 34.7% | 57.1% | 43.2% | 11.5% | 33.3% | 31.8% |
| (2) | 47 | 5 | 13 | 13 | 3 | 7 | 11 | 6 | 7 |
| | 25.1% | 25.0% | 20.0% | 26.5% | 21.4% | 18.9% | 42.3% | 22.2% | 31.8% |
| (3) | 38 | 2 | 17 | 10 | 2 | 5 | 5 | 6 | 4 |
| | 20.3% | 10.0% | 26.2% | 20.4% | 14.3% | 13.5% | 19.2% | 22.2% | 18.2% |
| (4) | 16 | 1 | 5 | 4 | 0 | 4 | 4 | 3 | 2 |
| | 8.6% | 5.0% | 7.7% | 8.2% | -% | 10.8% | 15.4% | 11.1% | 9.1% |
| (5) | 13 | 1 | 5 | 3 | 1 | 5 | 2 | 2 | 2 |
| | 7.0% | 5.0% | 7.7% | 6.1% | 7.1% | 13.5% | 7.7% | 7.4% | 9.1% |
| (6) | 6 | 1 | 2 | 1 | 0 | 0 | 1 | 1 | 0 |
| | 3.2% | 5.0% | 3.1% | 2.0% | -% | -% | 3.8% | 3.7% | -% |
| LEAST IMPORTANT (7) | 4 | 1 | 3 | 1 | 0 | 0 | 0 | 0 | 0 |
| | 2.1% | 5.0% | 4.6% | 2.0% | -% | -% | -% | -% | -% |
| BASE | 187 | 20 | 65 | 49 | 14 | 37 | 26 | 27 | 22 |
| MEAN | 2.48 | 2.35 | 2.69 | 2.39 | 1.79 | 2.32 | 2.77 | 2.48 | 2.32 |
| SIGMA | 187 | 20 | 65 | 49 | 14 | 37 | 26 | 27 | 22 |
| | 100.0 | 100.0 | 100.1 | 99.9 | 99.9 | 99.9 | 99.9 | 99.9 | 100.0 |

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ISSUE PRIORITY

Q.49- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1992: "ENVIRONMENT ISSUES"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 15 | 3 | 2 | 5 | 1 | 3 | 3 | 1 | 1 |
| TOTAL ANSWERING | 187 | 21 | 66 | 49 | 13 | 37 | 27 | 26 | 21 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| ENVIRONMENTAL ISSUES | | | | | | | | | |
| MOST IMPORTANT (1) | 28 | 2 | 10 | 7 | 2 | 4 | 6 | 4 | 2 |
| | 15.0% | 9.5% | 15.2% | 14.3% | 15.4% | 10.8% | 22.2% | 15.4% | 9.5% |
| (2) | 26 | 3 | 8 | 5 | 0 | 5 | 3 | 5 | 1 |
| | 13.9% | 14.3% | 12.1% | 10.2% | -% | 13.5% | 11.1% | 19.2% | 4.8% |
| (3) | 25 | 2 | 9 | 8 | 0 | 4 | 6 | 4 | 3 |
| | 13.4% | 9.5% | 13.6% | 16.3% | -% | 10.8% | 22.2% | 15.4% | 14.3% |
| (4) | 29 | 5 | 11 | 6 | 2 | 6 | 2 | 3 | 3 |
| | 15.5% | 23.8% | 16.7% | 12.2% | 15.4% | 16.2% | 7.4% | 11.5% | 14.3% |
| (5) | 41 | 6 | 17 | 13 | 7 | 8 | 4 | 7 | 6 |
| | 21.9% | 28.6% | 25.8% | 26.5% | 53.8% | 21.6% | 14.8% | 26.9% | 28.6% |
| (6) | 21 | 1 | 7 | 4 | 2 | 6 | 3 | 3 | 3 |
| | 11.2% | 4.8% | 10.6% | 8.2% | 15.4% | 16.2% | 11.1% | 11.5% | 14.3% |
| LEAST IMPORTANT (7) | 17 | 2 | 4 | 6 | 0 | 4 | 3 | 0 | 3 |
| | 9.1% | 9.5% | 6.1% | 12.2% | -% | 10.8% | 11.1% | -% | 14.3% |
| BASE | 187 | 21 | 66 | 49 | 13 | 37 | 27 | 26 | 21 |
| MEAN | 3.86 | 4.00 | 3.82 | 4.00 | 4.38 | 4.16 | 3.59 | 3.50 | 4.48 |
| SIGMA | 187 | 21 | 66 | 49 | 13 | 37 | 27 | 26 | 21 |
| | 100.0 | 100.0 | 100.1 | 99.9 | 100.0 | 99.9 | 99.9 | 99.9 | 100.1 |

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ISSUE PRIORITY

Q.49- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1992: "INTERNATIONAL TRADE ISSUES"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 17 | 4 | 3 | 6 | 1 | 3 | 4 | 1 | 1 |
| TOTAL ANSWERING | 185 | 20 | 65 | 48 | 13 | 37 | 26 | 26 | 21 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| INTERNATIONAL TRADE ISSUES | | | | | | | | | |
| MOST IMPORTANT (1) | 12 | 0 | 4 | 4 | 0 | 2 | 1 | 0 | 2 |
| | 6.5% | -% | 6.2% | 8.3% | -% | 5.4% | 3.8% | -% | 9.5% |
| (2) | 16 | 2 | 7 | 3 | 2 | 4 | 1 | 1 | 0 |
| | 8.6% | 10.0% | 10.8% | 6.3% | 15.4% | 10.8% | 3.8% | 3.8% | -% |
| (3) | 26 | 2 | 12 | 7 | 4 | 3 | 2 | 4 | 4 |
| | 14.1% | 10.0% | 18.5% | 14.6% | 30.8% | 8.1% | 7.7% | 15.4% | 19.0% |
| (4) | 31 | 3 | 12 | 10 | 2 | 7 | 6 | 3 | 4 |
| | 16.8% | 15.0% | 18.5% | 20.8% | 15.4% | 18.9% | 23.1% | 11.5% | 19.0% |
| (5) | 34 | 3 | 9 | 9 | 1 | 7 | 6 | 6 | 4 |
| | 18.4% | 15.0% | 13.8% | 18.8% | 7.7% | 18.9% | 23.1% | 23.1% | 19.0% |
| (6) | 41 | 7 | 15 | 10 | 2 | 7 | 5 | 7 | 4 |
| | 22.2% | 35.0% | 23.1% | 20.8% | 15.4% | 18.9% | 19.2% | 26.9% | 19.0% |
| LEAST IMPORTANT (7) | 25 | 3 | 6 | 5 | 2 | 7 | 5 | 5 | 3 |
| | 13.5% | 15.0% | 9.2% | 10.4% | 15.4% | 18.9% | 19.2% | 19.2% | 14.3% |
| BASE | 185 | 20 | 65 | 48 | 13 | 37 | 26 | 26 | 21 |
| MEAN | 4.52 | 5.00 | 4.29 | 4.40 | 4.23 | 4.68 | 4.92 | 5.12 | 4.52 |
| SIGMA | 185 | 20 | 65 | 48 | 13 | 37 | 26 | 26 | 21 |
| | 100.1 | 100.0 | 100.1 | 100.0 | 100.1 | 99.9 | 99.9 | 99.9 | 99.8 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION

*=LESS THAN .5%

ISSUE PRIORITY
Q.49- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1992:
"PATENT/TRADEMARK/COPYRIGHT ISSUES"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./TOYS AND SPORT | LAWN/GARDEN | PLUMBING/ELEC. | PAINT/SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 18 | 4 | 4 | 6 | 1 | 4 | 4 | 2 | 2 |
| TOTAL ANSWERING | 184 | 20 | 64 | 48 | 13 | 36 | 26 | 25 | 20 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| PATENT/TRADEMARK/COPYRIGHT ISSUES | | | | | | | | | |
| MOST IMPORTANT (1) | 4 | 0 | 3 | 1 | 0 | 0 | 0 | 0 | 0 |
| | 2.2% | -% | 4.7% | 2.1% | -% | -% | -% | -% | -% |
| (2) | 5 | 0 | 3 | 1 | 0 | 2 | 0 | 0 | 1 |
| | 2.7% | -% | 4.7% | 2.1% | -% | 5.6% | -% | -% | 5.0% |
| (3) | 5 | 1 | 1 | 2 | 0 | 2 | 0 | 0 | 0 |
| | 2.7% | 5.0% | 1.6% | 4.2% | -% | 5.6% | -% | -% | -% |
| (4) | 8 | 1 | 3 | 3 | 2 | 2 | 0 | 1 | 1 |
| | 4.3% | 5.0% | 4.7% | 6.3% | 15.4% | 5.6% | -% | 4.0% | 5.0% |
| (5) | 16 | 4 | 10 | 4 | 0 | 3 | 1 | 2 | 4 |
| | 8.7% | 20.0% | 15.6% | 8.3% | -% | 8.3% | 3.8% | 8.0% | 20.0% |
| (6) | 40 | 2 | 9 | 9 | 3 | 11 | 9 | 7 | 5 |
| | 21.7% | 10.0% | 14.1% | 18.8% | 23.1% | 30.6% | 34.6% | 28.0% | 25.0% |
| LEAST IMPORTANT (7) | 106 | 12 | 35 | 28 | 8 | 16 | 16 | 15 | 9 |
| | 57.6% | 60.0% | 54.7% | 58.3% | 61.5% | 44.4% | 61.5% | 60.0% | 45.0% |
| BASE | 184 | 20 | 64 | 48 | 13 | 36 | 26 | 25 | 20 |
| MEAN | 6.10 | 6.15 | 5.83 | 6.06 | 6.31 | 5.86 | 6.58 | 6.44 | 5.95 |
| SIGMA | 184 | 20 | 64 | 48 | 13 | 36 | 26 | 25 | 20 |
| | 99.9 | 100.0 | 100.1 | 100.1 | 100.0 | 100.1 | 99.9 | 100.0 | 100.0 |

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ISSUE PRIORITY

Q.49- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1992:
"PRODUCT LIABILITY ISSUES"

| | | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 16 | 4 | 3 | 5 | 1 | 3 | 4 | 1 | 1 |
| TOTAL ANSWERING | 186 | 20 | 65 | 49 | 13 | 37 | 26 | 26 | 21 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| PRODUCT LIABILITY ISSUES | | | | | | | | | |
| MOST IMPORTANT (1) | 27 | 1 | 9 | 11 | 0 | 5 | 8 | 4 | 2 |
| | 14.5% | 5.0% | 13.8% | 22.4% | -% | 13.5% | 30.8% | 15.4% | 9.5% |
| (2) | 27 | 1 | 8 | 9 | 1 | 7 | 0 | 5 | 5 |
| | 14.5% | 5.0% | 12.3% | 18.4% | 7.7% | 18.9% | -% | 19.2% | 23.8% |
| (3) | 33 | 6 | 10 | 11 | 2 | 4 | 5 | 4 | 2 |
| | 17.7% | 30.0% | 15.4% | 22.4% | 15.4% | 10.8% | 19.2% | 15.4% | 9.5% |
| (4) | 28 | 3 | 9 | 5 | 5 | 7 | 4 | 6 | 3 |
| | 15.1% | 15.0% | 13.8% | 10.2% | 38.5% | 18.9% | 15.4% | 23.1% | 14.3% |
| (5) | 28 | 3 | 9 | 3 | 1 | 7 | 5 | 3 | 2 |
| | 15.1% | 15.0% | 13.8% | 6.1% | 7.7% | 18.9% | 19.2% | 11.5% | 9.5% |
| (6) | 35 | 4 | 17 | 7 | 3 | 5 | 4 | 3 | 4 |
| | 18.8% | 20.0% | 26.2% | 14.3% | 23.1% | 13.5% | 15.4% | 11.5% | 19.0% |
| LEAST IMPORTANT (7) | 8 | 2 | 3 | 3 | 1 | 2 | 0 | 1 | 3 |
| | 4.3% | 10.0% | 4.6% | 6.1% | 7.7% | 5.4% | -% | 3.8% | 14.3% |
| BASE | 186 | 20 | 65 | 49 | 13 | 37 | 26 | 26 | 21 |
| MEAN | 3.75 | 4.30 | 3.98 | 3.27 | 4.46 | 3.73 | 3.38 | 3.46 | 4.05 |
| SIGMA | 186 | 20 | 65 | 49 | 13 | 37 | 26 | 26 | 21 |
| | 100.0 | 100.0 | 99.9 | 99.9 | 100.1 | 99.9 | 100.0 | 99.9 | 99.9 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
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ISSUE PRIORITY

Q.49- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1992: "LABOR ISSUES"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 16 | 4 | 3 | 5 | 1 | 3 | 4 | 1 | 1 |
| TOTAL ANSWERING | 186 | 20 | 65 | 49 | 13 | 37 | 26 | 26 | 21 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| LABOR ISSUES | | | | | | | | | |
| MOST IMPORTANT (1) | 16 | 3 | 6 | 4 | 2 | 3 | 2 | 2 | 7 |
| | 8.6% | 15.0% | 9.2% | 8.2% | 15.4% | 8.1% | 7.7% | 7.7% | 33.3% |
| (2) | 15 | 1 | 8 | 3 | 2 | 2 | 2 | 3 | 1 |
| | 8.1% | 5.0% | 12.3% | 6.1% | 15.4% | 5.4% | 7.7% | 11.5% | 4.8% |
| (3) | 31 | 5 | 9 | 6 | 3 | 13 | 2 | 4 | 1 |
| | 16.7% | 25.0% | 13.8% | 12.2% | 23.1% | 35.1% | 7.7% | 15.4% | 4.8% |
| (4) | 42 | 6 | 13 | 11 | 2 | 5 | 8 | 8 | 6 |
| | 22.6% | 30.0% | 20.0% | 22.4% | 15.4% | 13.5% | 30.8% | 30.8% | 28.6% |
| (5) | 38 | 3 | 11 | 11 | 3 | 5 | 7 | 2 | 2 |
| | 20.4% | 15.0% | 16.9% | 22.4% | 23.1% | 13.5% | 26.9% | 7.7% | 9.5% |
| (6) | 29 | 2 | 10 | 11 | 0 | 6 | 4 | 5 | 3 |
| | 15.6% | 10.0% | 15.4% | 22.4% | -% | 16.2% | 15.4% | 19.2% | 14.3% |
| LEAST IMPORTANT (7) | 15 | 0 | 8 | 3 | 1 | 3 | 1 | 2 | 1 |
| | 8.1% | -% | 12.3% | 6.1% | 7.7% | 8.1% | 3.8% | 7.7% | 4.8% |
| BASE | 186 | 20 | 65 | 49 | 13 | 37 | 26 | 26 | 21 |
| MEAN | 4.17 | 3.55 | 4.18 | 4.37 | 3.46 | 4.00 | 4.23 | 4.08 | 3.38 |
| SIGMA | 186 | 20 | 65 | 49 | 13 | 37 | 26 | 26 | 21 |
| | 100.1 | 100.0 | 99.9 | 99.8 | 100.1 | 99.9 | 100.0 | 100.0 | 100.1 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

ISSUE PRIORITY
Q.49- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1992:
"BUSINESS REGULATION ISSUES"

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 14 | 3 | 2 | 4 | 1 | 3 | 3 | 1 | 1 |
| TOTAL ANSWERING | 188 | 21 | 66 | 50 | 13 | 37 | 27 | 26 | 21 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| BUSINESS REGULATION ISSUES | | | | | | | | | |
| MOST IMPORTANT (1) | 39 | 6 | 14 | 6 | 2 | 7 | 7 | 8 | 2 |
| | 20.7% | 28.6% | 21.2% | 12.0% | 15.4% | 18.9% | 25.9% | 30.8% | 9.5% |
| (2) | 51 | 9 | 19 | 15 | 5 | 10 | 10 | 6 | 6 |
| | 27.1% | 42.9% | 28.8% | 30.0% | 38.5% | 27.0% | 37.0% | 23.1% | 28.6% |
| (3) | 28 | 2 | 7 | 5 | 2 | 6 | 6 | 4 | 7 |
| | 14.9% | 9.5% | 10.6% | 10.0% | 15.4% | 16.2% | 22.2% | 15.4% | 33.3% |
| (4) | 32 | 1 | 12 | 10 | 0 | 6 | 2 | 2 | 2 |
| | 17.0% | 4.8% | 18.2% | 20.0% | -% | 16.2% | 7.4% | 7.7% | 9.5% |
| (5) | 16 | 0 | 4 | 6 | 0 | 2 | 1 | 4 | 1 |
| | 8.5% | -% | 6.1% | 12.0% | -% | 5.4% | 3.7% | 15.4% | 4.8% |
| (6) | 13 | 3 | 5 | 6 | 3 | 2 | 0 | 0 | 2 |
| | 6.9% | 14.3% | 7.6% | 12.0% | 23.1% | 5.4% | -% | -% | 9.5% |
| LEAST IMPORTANT (7) | 9 | 0 | 5 | 2 | 1 | 4 | 1 | 2 | 1 |
| | 4.8% | -% | 7.6% | 4.0% | 7.7% | 10.8% | 3.7% | 7.7% | 4.8% |
| BASE | 188 | 21 | 66 | 50 | 13 | 37 | 27 | 26 | 21 |
| MEAN | 3.05 | 2.48 | 3.12 | 3.42 | 3.31 | 3.22 | 2.41 | 2.85 | 3.19 |
| SIGMA | 188 | 21 | 66 | 50 | 13 | 37 | 27 | 26 | 21 |
| | 99.9 | 100.1 | 100.1 | 100.0 | 100.1 | 99.9 | 99.9 | 100.1 | 100.0 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

ISSUE PRIORITY

Q.50- RATING OF EXCELLENCE OF AHMA GOVERNMENT RELATIONS INFORMATION YOU HAVE RECEIVED

| | PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING MATERIALS | HARDWARE | HAND AND POWER TOOLS | AUTO./ TOYS AND SPORT | LAWN/ GARDEN | PLUMBING/ ELEC. | PAINT/ SUNDRIES | HOUSEWARES |
| TOTAL | 202 | 24 | 68 | 54 | 14 | 40 | 30 | 27 | 22 |
| NO ANSWER | 13 | 2 | 3 | 2 | 0 | 3 | 3 | 1 | 2 |
| TOTAL ANSWERING | 189 | 22 | 65 | 52 | 14 | 37 | 27 | 26 | 20 |
| | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| EXCELLENT (5) | 42 | 4 | 13 | 13 | 2 | 7 | 7 | 5 | 4 |
| | 22.2% | 18.2% | 20.0% | 25.0% | 14.3% | 18.9% | 25.9% | 19.2% | 20.0% |
| ABOVE AVERAGE (4) | 97 | 12 | 35 | 26 | 4 | 19 | 15 | 9 | 7 |
| | 51.3% | 54.5% | 53.8% | 50.0% | 28.6% | 51.4% | 55.6% | 34.6% | 35.0% |
| AVERAGE (3) | 45 | 4 | 14 | 13 | 6 | 10 | 4 | 12 | 9 |
| | 23.8% | 18.2% | 21.5% | 25.0% | 42.9% | 27.0% | 14.8% | 46.2% | 45.0% |
| FAIR (2) | 4 | 1 | 2 | 0 | 1 | 1 | 1 | 0 | 0 |
| | 2.1% | 4.5% | 3.1% | -% | 7.1% | 2.7% | 3.7% | -% | -% |
| BELOW AVERAGE (1) | 1 | 1 | 1 | 0 | 1 | 0 | 0 | 0 | 0 |
| | .5% | 4.5% | 1.5% | -% | 7.1% | -% | -% | -% | -% |
| BASE | 189 | 22 | 65 | 52 | 14 | 37 | 27 | 26 | 20 |
| MEAN | 3.93 | 3.77 | 3.88 | 4.00 | 3.36 | 3.86 | 4.04 | 3.73 | 3.75 |
| SIGMA | 189 | 22 | 65 | 52 | 14 | 37 | 27 | 26 | 20 |
| | 99.9 | 99.9 | 99.9 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION

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# 1992 GOVERNMENT RELATIONS SURVEY

## ASSOCIATE MEMBERS' EDITION

Prepared for the Membership by the Government Relations
Committee of the American Hardware Manufacturers Association

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# 1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

## ■ GENERAL AND BUSINESS DATA

1. Product line(s) represented:

| | |
|---|---|
| 35.9 Building Materials | 53.1 Lawn & Garden |
| 77.3 Hardware | 50.0 Plumbing & Electrical |
| 66.8 Hand & Power Tools | 42.2 Paint & Sundries |
| 18.8 Automotive, Toys & Sport | 14.1 Housewares |

2. Please enter your forecast for 1992 for the following economic indices (on a 12-month average basis) by percentage:

| | |
|---|---|
| 4.3 % Inflation | 2.4 % Gross National Product |
| 7.2 % Unemployment | 7.5 % Prime Interest Rate |

3. Compared to 1985, do you believe your company's tax liability has:

87.3 Increased

6.3 Decreased

6.3 Remained the same

4. Please rank the following issues in their order of importance to you (Number 1-most important, Number 6-least important) (Use each number only once):

4 Restore investment tax credit

5 Alter rules for deductions related to use of a car

3 Permit full deduction of health insurance coverage for self-employed, partners, and S Corporation shareholders

6 Payroll tax simplification

2 Restore IRA deduction

1 Reduce FICA, FUTA, and self-employment tax

5. What effect have imports had on your company's sales in 1991?

38.3 A significant impact

50.8 A minor but growing impact

10.9 No impact at all

## ■ GENERAL AND BUSINESS DATA (Continued)

6. Assess the reasons for import penetration in the domestic consumer hardlines industry.

| | Very Important | Moderately Important | Not Important |
|---|---|---|---|
| a. Price of imports | 79.4 | 20.6 | --- |
| b. Value of U.S. dollar | 42.6 | 54.9 | 2.5 |
| c. Quality of imports | 44.7 | 48.0 | 7.3 |
| d. Non-competitive U.S. labor costs | 78.9 | 18.7 | 2.4 |
| e. Consumer acceptance of imports | 53.6 | 38.4 | 8.0 |
| f. Unfair foreign trade practices | 59.3 | 35.8 | 4.9 |
| g. Customers' lack of understanding of total procurement costs (domestic vs. imports) | 36.9 | 40.2 | 23.0 |

## ■ HEALTH INSURANCE

7. Health insurance will again be a dominating topic of discussion in the 102nd Congress. Several health care reform options have emerged as frontrunners in the debate. If it is necessary to select a single solution, which would you choose (choose only one)?

10.2 Single payer (Canadian-style government provided)

39.0 All payer (government and business team up to negotiate mandatory rates with providers)

5.1 Play or pay (employers provide for employees or pay into a public plan)

37.3 Let the system work out its problems

8.5 Other

8. Company's monthly contribution to each employee's health care insurance for:

Family plan 93.8 % — Average cost to company per covered employee $ 330 per month

Individual plan 94.5 % — Average cost to company per covered employee $ 220 per month

9. What percentage of employees' insurance premiums should employers pay for?

Employee 79.5 % — Family 65.6 %

## ■ BUSINESS REGULATION

10. What has been your company's recent experience (e.g., last two years) regarding the amount of time and effort spent on compliance with regulations and paperwork?

| | |
|---|---|
| 2.4 Significant decrease | 32.5 Significant increase |
| 3.2 Moderate decrease | 42.9 Moderate increase |
| 19.0 No change | |

11. If your company has experienced an increase, identify those agencies which are responsible for the increase.

| | |
|---|---|
| 92.4 IRS | 16.3 Transportation |
| 17.4 OSHA | 4.3 Commerce |
| 12.0 EPA | 16.3 Other |

## ■ PUBLIC POLICY

12. Do you favor:

| | | |
|---|---|---|
| Political contribution reform? | 85.0 Yes | 15.0 No |
| Term limits on members of Congress? | 84.0 Yes | 16.0 No |
| A single six-year term for the President? | 38.7 Yes | 61.3 No |

13. How do you rate the business lobby's performance during the first session of the 102nd Congress?

- 1.0 Excellent
- 20.0 Above Average
- 49.2 Average
- 16.7 Fair
- 13.3 Below Average

14. How do you evaluate the AHMA government relations information you have received?

- 30.6 Excellent
- 50.0 Above average
- 15.3 Average
- 4.0 Fair
- 4.0 Below average

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 1

Q1. PRODUCT LINE(S) REPRESENTED

| | PRODUCT LINES REPRESENTED | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL RESPONDENTS | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| BUILDING MATERIALS | 46<br>35.9 | 46<br>100.0 | 41<br>41.4 | 30<br>36.1 | 10<br>41.7 | 27<br>39.7 | 24<br>37.5 | 28<br>51.9 | 10<br>55.6 |
| HARDWARE | 99<br>77.3 | 41<br>89.1 | 99<br>100.0 | 69<br>83.1 | 20<br>83.3 | 56<br>82.4 | 51<br>79.7 | 46<br>85.2 | 15<br>83.3 |
| HAND & POWER TOOLS | 83<br>64.8 | 30<br>65.2 | 69<br>69.7 | 83<br>100.0 | 18<br>75.0 | 48<br>70.6 | 41<br>64.1 | 38<br>70.4 | 11<br>61.1 |
| AUTOMOTIVE, TOYS & SPORT | 24<br>18.8 | 10<br>21.7 | 20<br>20.2 | 18<br>21.7 | 24<br>100.0 | 19<br>27.9 | 18<br>28.1 | 16<br>29.6 | 5<br>27.8 |
| LAWN & GARDEN | 68<br>53.1 | 27<br>58.7 | 56<br>56.6 | 48<br>57.8 | 19<br>79.2 | 68<br>100.0 | 41<br>64.1 | 34<br>63.0 | 13<br>72.2 |
| PLUMBING & ELECTRICAL | 64<br>50.0 | 24<br>52.2 | 51<br>51.5 | 41<br>49.4 | 18<br>75.0 | 41<br>60.3 | 64<br>100.0 | 33<br>61.1 | 11<br>61.1 |
| PAINT & SUNDRIES | 54<br>42.2 | 28<br>60.9 | 46<br>46.5 | 38<br>45.8 | 16<br>66.7 | 34<br>50.0 | 33<br>51.6 | 54<br>100.0 | 12<br>66.7 |
| HOUSEWARES | 18<br>14.1 | 10<br>21.7 | 15<br>15.2 | 11<br>13.3 | 5<br>20.8 | 13<br>19.1 | 11<br>17.2 | 12<br>22.2 | 18<br>100.0 |
| SIGMA | 456.0<br>356.2 | 216.0<br>469.5 | 397.0<br>401.1 | 338.0<br>407.2 | 130.0<br>541.7 | 306.0<br>450.0 | 283.0<br>442.3 | 261.0<br>483.4 | 95.0<br>527.8 |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 2

Q2. 1992 FORECAST FOR THE FOLLOWING ECONOMIC INDICES: INFLATION

| | | PRODUCT LINES REPRESENTED | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | 17 | 6 | 14 | 7 | 2 | 7 | 9 | 5 | 4 |
| TOTAL ANSWERING | 111 | 40 | 85 | 76 | 22 | 61 | 55 | 49 | 14 |
| 1.3 | 1 | 0 | 1 | 1 | 0 | 1 | 0 | 0 | 0 |
| | .9 | - | 1.2 | 1.3 | - | 1.6 | - | - | - |
| 1.5 | 2 | 2 | 2 | 1 | 0 | 2 | 2 | 0 | 0 |
| | 1.8 | 5.0 | 2.4 | 1.3 | - | 3.3 | 3.6 | - | - |
| 2.0 | 6 | 3 | 5 | 4 | 1 | 5 | 3 | 4 | 1 |
| | 5.4 | 7.5 | 5.9 | 5.3 | 4.5 | 8.2 | 5.5 | 8.2 | 7.1 |
| 2.5 | 1 | 0 | 1 | 1 | 0 | 1 | 1 | 0 | 0 |
| | .9 | - | 1.2 | 1.3 | - | 1.6 | 1.8 | - | - |
| 3.0 | 18 | 5 | 14 | 12 | 3 | 10 | 13 | 5 | 1 |
| | 16.2 | 12.5 | 16.5 | 15.8 | 13.6 | 16.4 | 23.6 | 10.2 | 7.1 |
| 3.5 | 3 | 1 | 3 | 2 | 1 | 2 | 1 | 1 | 0 |
| | 2.7 | 2.5 | 3.5 | 2.6 | 4.5 | 3.3 | 1.8 | 2.0 | - |
| 4.0 | 36 | 12 | 27 | 25 | 10 | 19 | 19 | 18 | 5 |
| | 32.4 | 30.0 | 31.8 | 32.9 | 45.5 | 31.1 | 34.5 | 36.7 | 35.7 |
| 4.2 | 1 | 1 | 1 | 0 | 0 | 0 | 1 | 1 | 0 |
| | .9 | 2.5 | 1.2 | - | - | - | 1.8 | 2.0 | - |
| 4.3 | 1 | 0 | 1 | 1 | 0 | 0 | 1 | 0 | 0 |
| | .9 | - | 1.2 | 1.3 | - | - | 1.8 | - | - |
| 4.5 | 4 | 0 | 3 | 2 | 0 | 1 | 2 | 3 | 0 |
| | 3.6 | - | 3.5 | 2.6 | - | 1.6 | 3.6 | 6.1 | - |
| 4.6 | 3 | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 3 |
| | 2.7 | - | - | - | - | 4.9 | - | - | 21.4 |
| 4.7 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 |
| | .9 | 2.5 | 1.2 | 1.3 | - | 1.6 | 1.8 | 2.0 | 7.1 |
| 5.0 | 18 | 6 | 14 | 15 | 5 | 11 | 8 | 7 | 3 |
| | 16.2 | 15.0 | 16.5 | 19.7 | 22.7 | 18.0 | 14.5 | 14.3 | 21.4 |

AMERICAN HARDWARE MANUFACTURERES ASSOCIATION

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 2/2

Q2. 1992 FORECAST FOR THE FOLLOWING ECONOMIC INDICES: INFLATION

| | | PRODUCT LINES REPRESENTED | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL ANSWERING | 111 | 40 | 85 | 76 | 22 | 61 | 55 | 49 | 14 |
| 5.2 | 1 | 1 | 1 | 0 | 0 | 0 | 1 | 1 | 0 |
| | .9 | 2.5 | 1.2 | - | - | - | 1.8 | 2.0 | - |
| 6.0 | 7 | 3 | 3 | 5 | 1 | 3 | 1 | 5 | 0 |
| | 6.3 | 7.5 | 3.5 | 6.6 | 4.5 | 4.9 | 1.8 | 10.2 | - |
| 7.0 | 2 | 1 | 2 | 2 | 1 | 1 | 0 | 1 | 0 |
| | 1.8 | 2.5 | 2.4 | 2.6 | 4.5 | 1.6 | - | 2.0 | - |
| 8.0 | 5 | 3 | 5 | 4 | 0 | 1 | 1 | 2 | 0 |
| | 4.5 | 7.5 | 5.9 | 5.3 | - | 1.6 | 1.8 | 4.1 | - |
| 11.0 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| | .9 | 2.5 | 1.2 | - | - | - | - | - | - |
| MEAN BASE | 111 | 40 | 85 | 76 | 22 | 61 | 55 | 49 | 14 |
| MEAN | 4.27 | 4.49 | 4.26 | 4.28 | 4.20 | 3.95 | 3.84 | 4.37 | 4.18 |
| STD DEV | 1.52 | 1.94 | 1.64 | 1.44 | 1.08 | 1.31 | 1.13 | 1.33 | .84 |
| STD ERR | .144 | .306 | .178 | .166 | .229 | .167 | .153 | .190 | .224 |
| SIGMA | 111.0 | 40.0 | 85.0 | 76.0 | 22.0 | 61.0 | 55.0 | 49.0 | 14.0 |
| | 99.9 | 100.0 | 100.3 | 99.9 | 99.8 | 99.7 | 99.7 | 99.8 | 99.8 |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 3

Q2. 1992 FORECAST FOR THE FOLLOWING ECONOMIC INDICES: UNEMPLOYMENT

| | PRODUCT LINES REPRESENTED | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | 24 | 8 | 19 | 10 | 4 | 7 | 11 | 7 | 3 |
| TOTAL ANSWERING | 104 | 38 | 80 | 73 | 20 | 61 | 53 | 47 | 15 |
| 5.0 | 2 | 0 | 1 | 2 | 0 | 0 | 0 | 0 | 0 |
| | 1.9 | - | 1.3 | 2.7 | - | - | - | - | - |
| 5.5 | 1 | 0 | 0 | 1 | 1 | 1 | 0 | 1 | 0 |
| | 1.0 | - | - | 1.4 | 5.0 | 1.6 | - | 2.1 | - |
| 6.0 | 18 | 8 | 16 | 11 | 4 | 11 | 10 | 9 | 4 |
| | 17.3 | 21.1 | 20.0 | 15.1 | 20.0 | 18.0 | 18.9 | 19.1 | 26.7 |
| 6.2 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 |
| | 1.0 | 2.6 | 1.3 | 1.4 | - | 1.6 | 1.9 | 2.1 | 6.7 |
| 6.5 | 10 | 4 | 9 | 6 | 3 | 5 | 6 | 4 | 1 |
| | 9.6 | 10.5 | 11.3 | 8.2 | 15.0 | 8.2 | 11.3 | 8.5 | 6.7 |
| 6.7 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 0 |
| | 1.0 | - | 1.3 | 1.4 | 5.0 | 1.6 | 1.9 | 2.1 | - |
| 6.8 | 1 | 0 | 1 | 1 | 0 | 1 | 0 | 1 | 0 |
| | 1.0 | - | 1.3 | 1.4 | - | 1.6 | - | 2.1 | - |
| 6.9 | 3 | 1 | 3 | 2 | 0 | 1 | 2 | 1 | 0 |
| | 2.9 | 2.6 | 3.8 | 2.7 | - | 1.6 | 3.8 | 2.1 | - |
| 7.0 | 36 | 13 | 26 | 25 | 7 | 17 | 18 | 16 | 4 |
| | 34.6 | 34.2 | 32.5 | 34.2 | 35.0 | 27.9 | 34.0 | 34.0 | 26.7 |
| 7.3 | 2 | 2 | 2 | 1 | 0 | 2 | 2 | 1 | 1 |
| | 1.9 | 5.3 | 2.5 | 1.4 | - | 3.3 | 3.8 | 2.1 | 6.7 |
| 7.5 | 5 | 3 | 3 | 4 | 0 | 2 | 2 | 4 | 0 |
| | 4.8 | 7.9 | 3.8 | 5.5 | - | 3.3 | 3.8 | 8.5 | - |
| 8.0 | 14 | 4 | 9 | 8 | 3 | 13 | 7 | 3 | 4 |
| | 13.5 | 10.5 | 11.3 | 11.0 | 15.0 | 21.3 | 13.2 | 6.4 | 26.7 |
| 9.0 | 6 | 1 | 5 | 6 | 0 | 3 | 2 | 3 | 0 |
| | 5.8 | 2.6 | 6.3 | 8.2 | - | 4.9 | 3.8 | 6.4 | - |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 3/2

Q2. 1992 FORECAST FOR THE FOLLOWING ECONOMIC INDICES: UNEMPLOYMENT

| | | PRODUCT LINES REPRESENTED | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL ANSWERING | 104 | 38 | 80 | 73 | 20 | 61 | 53 | 47 | 15 |
| 10.0 | 2 | 1 | 1 | 2 | 0 | 1 | 0 | 1 | 0 |
| | 1.9 | 2.6 | 1.3 | 2.7 | - | 1.6 | - | 2.1 | - |
| 12.0 | 1 | 0 | 1 | 1 | 0 | 1 | 1 | 0 | 0 |
| | 1.0 | - | 1.3 | 1.4 | - | 1.6 | 1.9 | - | - |
| 18.0 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 0 |
| | 1.0 | - | 1.3 | 1.4 | 5.0 | 1.6 | 1.9 | 2.1 | - |
| MEAN BASE | 104 | 38 | 80 | 73 | 20 | 61 | 53 | 47 | 15 |
| MEAN | 7.20 | 7.01 | 7.20 | 7.32 | 7.34 | 7.38 | 7.27 | 7.24 | 6.93 |
| STD DEV | 1.50 | .86 | 1.61 | 1.72 | 2.60 | 1.77 | 1.81 | 1.84 | .80 |
| STD ERR | .147 | .140 | .180 | .201 | .582 | .226 | .248 | .269 | .206 |
| SIGMA | 104.0 | 38.0 | 80.0 | 73.0 | 20.0 | 61.0 | 53.0 | 47.0 | 15.0 |
| | 100.2 | 99.9 | 100.6 | 100.1 | 100.0 | 99.7 | 100.2 | 99.7 | 100.2 |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 4

Q2. 1992 FORECAST FOR THE FOLLOWING ECONOMIC INDICES: GROSS NATIONAL PRODUCT

| | | PRODUCT LINES REPRESENTED | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | 54 | 21 | 44 | 31 | 9 | 26 | 28 | 24 | 6 |
| TOTAL ANSWERING | 74 | 25 | 55 | 52 | 15 | 42 | 36 | 30 | 12 |
| 1.0 | 11 | 3 | 7 | 8 | 2 | 7 | 4 | 5 | 1 |
| | 14.9 | 12.0 | 12.7 | 15.4 | 13.3 | 16.7 | 11.1 | 16.7 | 8.3 |
| 1.3 | 1 | 0 | 1 | 1 | 0 | 1 | 0 | 0 | 0 |
| | 1.4 | - | 1.8 | 1.9 | - | 2.4 | - | - | - |
| 1.5 | 4 | 1 | 2 | 3 | 1 | 2 | 2 | 0 | 0 |
| | 5.4 | 4.0 | 3.6 | 5.8 | 6.7 | 4.8 | 5.6 | - | - |
| 1.6 | 1 | 0 | 1 | 1 | 0 | 0 | 0 | 1 | 0 |
| | 1.4 | - | 1.8 | 1.9 | - | - | - | 3.3 | - |
| 2.0 | 25 | 6 | 18 | 16 | 4 | 12 | 8 | 10 | 5 |
| | 33.8 | 24.0 | 32.7 | 30.8 | 26.7 | 28.6 | 22.2 | 33.3 | 41.7 |
| 2.2 | 3 | 0 | 3 | 2 | 0 | 1 | 2 | 0 | 0 |
| | 4.1 | - | 5.5 | 3.8 | - | 2.4 | 5.6 | - | - |
| 2.4 | 1 | 0 | 1 | 0 | 0 | 0 | 1 | 1 | 0 |
| | 1.4 | - | 1.8 | - | - | - | 2.8 | 3.3 | - |
| 2.5 | 2 | 1 | 1 | 1 | 0 | 2 | 1 | 1 | 0 |
| | 2.7 | 4.0 | 1.8 | 1.9 | - | 4.8 | 2.8 | 3.3 | - |
| 2.6 | 1 | 0 | 1 | 1 | 0 | 1 | 0 | 0 | 0 |
| | 1.4 | - | 1.8 | 1.9 | - | 2.4 | - | - | - |
| 3.0 | 14 | 8 | 10 | 9 | 6 | 9 | 10 | 7 | 3 |
| | 18.9 | 32.0 | 18.2 | 17.3 | 40.0 | 21.4 | 27.8 | 23.3 | 25.0 |
| 3.5 | 2 | 1 | 1 | 2 | 0 | 1 | 1 | 1 | 1 |
| | 2.7 | 4.0 | 1.8 | 3.8 | - | 2.4 | 2.8 | 3.3 | 8.3 |
| 4.0 | 3 | 1 | 3 | 3 | 1 | 3 | 2 | 2 | 0 |
| | 4.1 | 4.0 | 5.5 | 5.8 | 6.7 | 7.1 | 5.6 | 6.7 | - |
| 5.0 | 3 | 2 | 3 | 3 | 0 | 0 | 2 | 0 | 0 |
| | 4.1 | 8.0 | 5.5 | 5.8 | - | - | 5.6 | - | - |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 4/2

Q2. 1992 FORECAST FOR THE FOLLOWING ECONOMIC INDICES: GROSS NATIONAL PRODUCT

| | PRODUCT LINES REPRESENTED | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL ANSWERING | 74 | 25 | 55 | 52 | 15 | 42 | 36 | 30 | 12 |
| 6.0 | 2 | 1 | 2 | 2 | 0 | 2 | 2 | 2 | 2 |
| | 2.7 | 4.0 | 3.6 | 3.8 | - | 4.8 | 5.6 | 6.7 | 16.7 |
| 7.0 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 0 | 0 |
| | 1.4 | 4.0 | 1.8 | - | 6.7 | 2.4 | 2.8 | - | - |
| MEAN BASE | 74 | 25 | 55 | 52 | 15 | 42 | 36 | 30 | 12 |
| MEAN | 2.45 | 2.94 | 2.59 | 2.50 | 2.70 | 2.54 | 2.86 | 2.53 | 2.96 |
| STD DEV | 1.24 | 1.51 | 1.35 | 1.27 | 1.46 | 1.37 | 1.45 | 1.26 | 1.57 |
| STD ERR | .145 | .302 | .182 | .176 | .377 | .211 | .242 | .231 | .454 |
| SIGMA | 74.0 | 25.0 | 55.0 | 52.0 | 15.0 | 42.0 | 36.0 | 30.0 | 12.0 |
| | 100.4 | 100.0 | 99.9 | 99.9 | 100.1 | 100.2 | 100.3 | 99.9 | 100.0 |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 5

Q2. 1992 FORECAST FOR THE FOLLOWING ECONOMIC INDICES: PRIME INTEREST RATE

| | | PRODUCT LINES REPRESENTED | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | 26 | 11 | 21 | 14 | 3 | 11 | 12 | 10 | 3 |
| TOTAL ANSWERING | 102 | 35 | 78 | 69 | 21 | 57 | 52 | 44 | 15 |
| 1.0 | 3 | 1 | 2 | 3 | 0 | 2 | 1 | 1 | 0 |
| | 2.9 | 2.9 | 2.6 | 4.3 | - | 3.5 | 1.9 | 2.3 | - |
| 4.5 | 1 | 1 | 1 | 1 | 0 | 0 | 1 | 0 | 0 |
| | 1.0 | 2.9 | 1.3 | 1.4 | - | - | 1.9 | - | - |
| 5.0 | 5 | 0 | 3 | 3 | 2 | 3 | 3 | 4 | 2 |
| | 4.9 | - | 3.8 | 4.3 | 9.5 | 5.3 | 5.8 | 9.1 | 13.3 |
| 6.0 | 8 | 2 | 7 | 8 | 2 | 4 | 2 | 3 | 1 |
| | 7.8 | 5.7 | 9.0 | 11.6 | 9.5 | 7.0 | 3.8 | 6.8 | 6.7 |
| 6.2 | 1 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 |
| | 1.0 | - | 1.3 | - | 4.8 | - | - | - | - |
| 6.7 | 1 | 0 | 1 | 1 | 0 | 1 | 0 | 0 | 0 |
| | 1.0 | - | 1.3 | 1.4 | - | 1.8 | - | - | - |
| 7.0 | 10 | 2 | 7 | 7 | 2 | 6 | 4 | 4 | 0 |
| | 9.8 | 5.7 | 9.0 | 10.1 | 9.5 | 10.5 | 7.7 | 9.1 | - |
| 7.3 | 1 | 0 | 1 | 1 | 0 | 0 | 1 | 1 | 0 |
| | 1.0 | - | 1.3 | 1.4 | - | - | 1.9 | 2.3 | - |
| 7.5 | 17 | 5 | 14 | 12 | 1 | 9 | 6 | 8 | 2 |
| | 16.7 | 14.3 | 17.9 | 17.4 | 4.8 | 15.8 | 11.5 | 18.2 | 13.3 |
| 7.7 | 1 | 1 | 1 | 1 | 0 | 1 | 0 | 1 | 0 |
| | 1.0 | 2.9 | 1.3 | 1.4 | - | 1.8 | - | 2.3 | - |
| 7.8 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 |
| | 1.0 | - | - | - | - | 1.8 | - | - | - |
| 8.0 | 25 | 8 | 16 | 14 | 7 | 12 | 14 | 8 | 6 |
| | 24.5 | 22.9 | 20.5 | 20.3 | 33.3 | 21.1 | 26.9 | 18.2 | 40.0 |
| 8.3 | 1 | 1 | 1 | 0 | 0 | 0 | 1 | 1 | 0 |
| | 1.0 | 2.9 | 1.3 | - | - | - | 1.9 | 2.3 | - |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 5/2

Q2. 1992 FORECAST FOR THE FOLLOWING ECONOMIC INDICES: PRIME INTEREST RATE

| | | PRODUCT LINES REPRESENTED | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL ANSWERING | 102 | 35 | 78 | 69 | 21 | 57 | 52 | 44 | 15 |
| 8.5 | 8 | 4 | 8 | 5 | 0 | 7 | 7 | 4 | 1 |
| | 7.8 | 11.4 | 10.3 | 7.2 | - | 12.3 | 13.5 | 9.1 | 6.7 |
| 9.0 | 11 | 6 | 9 | 8 | 4 | 7 | 8 | 6 | 3 |
| | 10.8 | 17.1 | 11.5 | 11.6 | 19.0 | 12.3 | 15.4 | 13.6 | 20.0 |
| 10.0 | 7 | 4 | 5 | 4 | 2 | 4 | 3 | 3 | 0 |
| | 6.9 | 11.4 | 6.4 | 5.8 | 9.5 | 7.0 | 5.8 | 6.8 | - |
| 10.2 | 1 | 0 | 1 | 1 | 0 | 0 | 1 | 0 | 0 |
| | 1.0 | - | 1.3 | 1.4 | - | - | 1.9 | - | - |
| MEAN BASE | 102 | 35 | 78 | 69 | 21 | 57 | 52 | 44 | 15 |
| MEAN | 7.54 | 7.91 | 7.58 | 7.36 | 7.70 | 7.56 | 7.78 | 7.55 | 7.63 |
| STD DEV | 1.67 | 1.68 | 1.62 | 1.85 | 1.44 | 1.72 | 1.57 | 1.63 | 1.30 |
| STD ERR | .165 | .283 | .184 | .223 | .315 | .227 | .218 | .245 | .336 |
| SIGMA | 102.0 | 35.0 | 78.0 | 69.0 | 21.0 | 57.0 | 52.0 | 44.0 | 15.0 |
| | 100.1 | 100.1 | 100.1 | 99.6 | 99.9 | 100.2 | 99.9 | 100.1 | 100.0 |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 6

Q3. HAS COMPANY'S TAX LIABILITY INCREASED, DECREASED, OR REMAINED THE SAME COMPARED TO 1985

| | PRODUCT LINES REPRESENTED | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | 2 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 |
| TOTAL ANSWERING | 126 | 46 | 98 | 83 | 24 | 67 | 64 | 54 | 18 |
| INCREASED | 110 | 37 | 82 | 74 | 22 | 58 | 58 | 46 | 17 |
| | 87.3 | 80.4 | 83.7 | 89.2 | 91.7 | 86.6 | 90.6 | 85.2 | 94.4 |
| DECREASED | 8 | 4 | 8 | 5 | 1 | 5 | 4 | 5 | 0 |
| | 6.3 | 8.7 | 8.2 | 6.0 | 4.2 | 7.5 | 6.3 | 9.3 | - |
| REMAINED THE SAME | 8 | 5 | 8 | 4 | 1 | 4 | 2 | 3 | 1 |
| | 6.3 | 10.9 | 8.2 | 4.8 | 4.2 | 6.0 | 3.1 | 5.6 | 5.6 |
| SIGMA | 126.0 | 46.0 | 98.0 | 83.0 | 24.0 | 67.0 | 64.0 | 54.0 | 18.0 |
| | 99.9 | 100.0 | 100.1 | 100.0 | 100.1 | 100.1 | 100.0 | 100.1 | 100.0 |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 7

Q4. RANKING OF THE FOLLOWING ISSUES IN ORDER OF IMPORTANCE:
RESTORE INVESTMENT TAX CREDIT

| | | PRODUCT LINES REPRESENTED | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | 10 | 5 | 7 | 4 | 2 | 3 | 3 | 6 | 1 |
| TOTAL ANSWERING | 118 | 41 | 92 | 79 | 22 | 65 | 61 | 48 | 17 |
| MOST IMPORTANT | | | | | | | | | |
| 1 (6) | 20 | 6 | 15 | 14 | 7 | 13 | 13 | 10 | 2 |
| | 16.9 | 14.6 | 16.3 | 17.7 | 31.8 | 20.0 | 21.3 | 20.8 | 11.8 |
| 2 (5) | 16 | 8 | 10 | 7 | 2 | 9 | 9 | 6 | 7 |
| | 13.6 | 19.5 | 10.9 | 8.9 | 9.1 | 13.8 | 14.8 | 12.5 | 41.2 |
| 3 (4) | 19 | 7 | 16 | 16 | 2 | 12 | 8 | 8 | 1 |
| | 16.1 | 17.1 | 17.4 | 20.3 | 9.1 | 18.5 | 13.1 | 16.7 | 5.9 |
| 4 (3) | 22 | 5 | 16 | 14 | 3 | 9 | 12 | 5 | 1 |
| | 18.6 | 12.2 | 17.4 | 17.7 | 13.6 | 13.8 | 19.7 | 10.4 | 5.9 |
| 5 (2) | 24 | 11 | 22 | 14 | 6 | 13 | 11 | 12 | 5 |
| | 20.3 | 26.8 | 23.9 | 17.7 | 27.3 | 20.0 | 18.0 | 25.0 | 29.4 |
| 6 (1) | 17 | 4 | 13 | 14 | 2 | 9 | 8 | 7 | 1 |
| | 14.4 | 9.8 | 14.1 | 17.7 | 9.1 | 13.8 | 13.1 | 14.6 | 5.9 |
| LEAST IMPORTANT | | | | | | | | | |
| MEAN BASE | 118 | 41 | 92 | 79 | 22 | 65 | 61 | 48 | 17 |
| MEAN | 3.45 | 3.54 | 3.36 | 3.38 | 3.77 | 3.58 | 3.62 | 3.50 | 3.82 |
| STD DEV | 1.68 | 1.64 | 1.67 | 1.71 | 1.88 | 1.73 | 1.73 | 1.79 | 1.67 |
| STD ERR | .155 | .257 | .174 | .193 | .400 | .215 | .222 | .258 | .404 |
| SIGMA | 118.0 | 41.0 | 92.0 | 79.0 | 22.0 | 65.0 | 61.0 | 48.0 | 17.0 |
| | 99.9 | 100.0 | 100.0 | 100.0 | 100.0 | 99.9 | 100.0 | 100.0 | 100.1 |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 8

Q4. RANKING OF THE FOLLOWING ISSUES IN ORDER OF IMPORTANCE:
ALTER RULES FOR DEDUCTIONS RELATED TO USE OF A CAR

| | | PRODUCT LINES REPRESENTED | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | 9 | 4 | 6 | 3 | 1 | 2 | 2 | 5 | 1 |
| TOTAL ANSWERING | 119 | 42 | 93 | 80 | 23 | 66 | 62 | 49 | 17 |
| MOST IMPORTANT | | | | | | | | | |
| 1 (6) | 7 | 5 | 6 | 6 | 1 | 5 | 3 | 5 | 1 |
| | 5.9 | 11.9 | 6.5 | 7.5 | 4.3 | 7.6 | 4.8 | 10.2 | 5.9 |
| 2 (5) | 17 | 5 | 13 | 12 | 1 | 9 | 6 | 7 | 2 |
| | 14.3 | 11.9 | 14.0 | 15.0 | 4.3 | 13.6 | 9.7 | 14.3 | 11.8 |
| 3 (4) | 29 | 11 | 25 | 17 | 11 | 18 | 21 | 7 | 3 |
| | 24.4 | 26.2 | 26.9 | 21.3 | 47.8 | 27.3 | 33.9 | 14.3 | 17.6 |
| 4 (3) | 28 | 12 | 21 | 19 | 5 | 16 | 15 | 16 | 4 |
| | 23.5 | 28.6 | 22.6 | 23.8 | 21.7 | 24.2 | 24.2 | 32.7 | 23.5 |
| 5 (2) | 27 | 4 | 20 | 19 | 4 | 13 | 10 | 9 | 5 |
| | 22.7 | 9.5 | 21.5 | 23.8 | 17.4 | 19.7 | 16.1 | 18.4 | 29.4 |
| 6 (1) | 11 | 5 | 8 | 7 | 1 | 5 | 7 | 5 | 2 |
| | 9.2 | 11.9 | 8.6 | 8.8 | 4.3 | 7.6 | 11.3 | 10.2 | 11.8 |
| LEAST IMPORTANT | | | | | | | | | |
| MEAN BASE | 119 | 42 | 93 | 80 | 23 | 66 | 62 | 49 | 17 |
| MEAN | 3.29 | 3.52 | 3.35 | 3.33 | 3.43 | 3.42 | 3.29 | 3.35 | 3.06 |
| STD DEV | 1.37 | 1.47 | 1.36 | 1.41 | 1.12 | 1.36 | 1.31 | 1.47 | 1.43 |
| STD ERR | .125 | .227 | .141 | .158 | .234 | .167 | .166 | .209 | .348 |
| SIGMA | 119.0 | 42.0 | 93.0 | 80.0 | 23.0 | 66.0 | 62.0 | 49.0 | 17.0 |
| | 100.0 | 100.0 | 100.1 | 100.2 | 99.8 | 100.0 | 100.0 | 100.1 | 100.0 |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 9

Q4. RANKING OF THE FOLLOWING ISSUES IN ORDER OF IMPORTANCE:
PERMIT FULL DEDUCTION OF HEALTH INSURANCE COVERAGE FOR SELF-EMPLOYED, PARTNERS, AND S CORPORATION SHAREHOLDERS

| | | PRODUCT LINES REPRESENTED | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | 8 | 3 | 5 | 2 | 1 | 1 | 2 | 4 | 1 |
| TOTAL ANSWERING | 120 | 43 | 94 | 81 | 23 | 67 | 62 | 50 | 17 |
| MOST IMPORTANT | | | | | | | | | |
| 1 (6) | 28 | 10 | 23 | 19 | 5 | 13 | 13 | 13 | 4 |
| | 23.3 | 23.3 | 24.5 | 23.5 | 21.7 | 19.4 | 21.0 | 26.0 | 23.5 |
| 2 (5) | 21 | 10 | 17 | 16 | 6 | 12 | 10 | 8 | 2 |
| | 17.5 | 23.3 | 18.1 | 19.8 | 26.1 | 17.9 | 16.1 | 16.0 | 11.8 |
| 3 (4) | 19 | 8 | 17 | 13 | 3 | 14 | 12 | 14 | 4 |
| | 15.8 | 18.6 | 18.1 | 16.0 | 13.0 | 20.9 | 19.4 | 28.0 | 23.5 |
| 4 (3) | 15 | 4 | 10 | 8 | 1 | 8 | 6 | 4 | 6 |
| | 12.5 | 9.3 | 10.6 | 9.9 | 4.3 | 11.9 | 9.7 | 8.0 | 35.3 |
| 5 (2) | 11 | 4 | 7 | 9 | 2 | 5 | 6 | 4 | 0 |
| | 9.2 | 9.3 | 7.4 | 11.1 | 8.7 | 7.5 | 9.7 | 8.0 | - |
| 6 (1) | 26 | 7 | 20 | 16 | 6 | 15 | 15 | 7 | 1 |
| | 21.7 | 16.3 | 21.3 | 19.8 | 26.1 | 22.4 | 24.2 | 14.0 | 5.9 |
| LEAST IMPORTANT | | | | | | | | | |
| MEAN BASE | 120 | 43 | 94 | 81 | 23 | 67 | 62 | 50 | 17 |
| MEAN | 3.68 | 3.93 | 3.78 | 3.75 | 3.70 | 3.63 | 3.56 | 4.02 | 4.06 |
| STD DEV | 1.87 | 1.78 | 1.86 | 1.85 | 1.99 | 1.82 | 1.88 | 1.71 | 1.43 |
| STD ERR | .170 | .271 | .192 | .206 | .414 | .222 | .239 | .242 | .348 |
| SIGMA | 120.0 | 43.0 | 94.0 | 81.0 | 23.0 | 67.0 | 62.0 | 50.0 | 17.0 |
| | 100.0 | 100.1 | 100.0 | 100.1 | 99.9 | 100.0 | 100.1 | 100.0 | 100.0 |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 10

Q4. RANKING OF THE FOLLOWING ISSUES IN ORDER OF IMPORTANCE:
PAYROLL TAX SIMPLIFICATION

| | | PRODUCT LINES REPRESENTED | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | 9 | 3 | 6 | 3 | 1 | 2 | 3 | 4 | 1 |
| TOTAL ANSWERING | 119 | 43 | 93 | 80 | 23 | 66 | 61 | 50 | 17 |
| MOST IMPORTANT | | | | | | | | | |
| 1 (6) | 3 | 0 | 3 | 3 | 1 | 2 | 3 | 1 | 0 |
| | 2.5 | - | 3.2 | 3.8 | 4.3 | 3.0 | 4.9 | 2.0 | - |
| 2 (5) | 16 | 4 | 15 | 13 | 3 | 9 | 8 | 6 | 2 |
| | 13.4 | 9.3 | 16.1 | 16.3 | 13.0 | 13.6 | 13.1 | 12.0 | 11.8 |
| 3 (4) | 15 | 7 | 11 | 12 | 3 | 5 | 5 | 7 | 1 |
| | 12.6 | 16.3 | 11.8 | 15.0 | 13.0 | 7.6 | 8.2 | 14.0 | 5.9 |
| 4 (3) | 15 | 5 | 15 | 11 | 1 | 10 | 8 | 6 | 1 |
| | 12.6 | 11.6 | 16.1 | 13.8 | 4.3 | 15.2 | 13.1 | 12.0 | 5.9 |
| 5 (2) | 21 | 6 | 10 | 10 | 4 | 12 | 12 | 7 | 1 |
| | 17.6 | 14.0 | 10.8 | 12.5 | 17.4 | 18.2 | 19.7 | 14.0 | 5.9 |
| 6 (1) | 49 | 21 | 39 | 31 | 11 | 28 | 25 | 23 | 12 |
| | 41.2 | 48.8 | 41.9 | 38.8 | 47.8 | 42.4 | 41.0 | 46.0 | 70.6 |
| LEAST IMPORTANT | | | | | | | | | |
| MEAN BASE | 119 | 43 | 93 | 80 | 23 | 66 | 61 | 50 | 17 |
| MEAN | 2.47 | 2.23 | 2.59 | 2.69 | 2.39 | 2.41 | 2.48 | 2.38 | 1.82 |
| STD DEV | 1.57 | 1.44 | 1.64 | 1.66 | 1.70 | 1.57 | 1.63 | 1.56 | 1.47 |
| STD ERR | .144 | .220 | .170 | .185 | .354 | .193 | .209 | .221 | .356 |
| SIGMA | 119.0 | 43.0 | 93.0 | 80.0 | 23.0 | 66.0 | 61.0 | 50.0 | 17.0 |
| | 99.9 | 100.0 | 99.9 | 100.2 | 99.8 | 100.0 | 100.0 | 100.0 | 100.1 |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 11

Q4. RANKING OF THE FOLLOWING ISSUES IN ORDER OF IMPORTANCE:
RESTORE IRA DEDUCTION

| | | PRODUCT LINES REPRESENTED | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | 10 | 4 | 7 | 4 | 1 | 3 | 3 | 5 | 1 |
| TOTAL ANSWERING | 118 | 42 | 92 | 79 | 23 | 65 | 61 | 49 | 17 |
| MOST IMPORTANT | | | | | | | | | |
| 1 (6) | 14 | 4 | 10 | 5 | 3 | 7 | 5 | 4 | 2 |
| | 11.9 | 9.5 | 10.9 | 6.3 | 13.0 | 10.8 | 8.2 | 8.2 | 11.8 |
| 2 (5) | 25 | 10 | 19 | 20 | 5 | 17 | 16 | 14 | 3 |
| | 21.2 | 23.8 | 20.7 | 25.3 | 21.7 | 26.2 | 26.2 | 28.6 | 17.6 |
| 3 (4) | 25 | 7 | 14 | 14 | 3 | 10 | 10 | 10 | 5 |
| | 21.2 | 16.7 | 15.2 | 17.7 | 13.0 | 15.4 | 16.4 | 20.4 | 29.4 |
| 4 (3) | 22 | 7 | 19 | 16 | 6 | 12 | 11 | 8 | 2 |
| | 18.6 | 16.7 | 20.7 | 20.3 | 26.1 | 18.5 | 18.0 | 16.3 | 11.8 |
| 5 (2) | 28 | 13 | 26 | 20 | 5 | 16 | 17 | 10 | 4 |
| | 23.7 | 31.0 | 28.3 | 25.3 | 21.7 | 24.6 | 27.9 | 20.4 | 23.5 |
| 6 (1) | 4 | 1 | 4 | 4 | 1 | 3 | 2 | 3 | 1 |
| | 3.4 | 2.4 | 4.3 | 5.1 | 4.3 | 4.6 | 3.3 | 6.1 | 5.9 |
| LEAST IMPORTANT | | | | | | | | | |
| MEAN BASE | 118 | 42 | 92 | 79 | 23 | 65 | 61 | 49 | 17 |
| MEAN | 3.69 | 3.57 | 3.52 | 3.52 | 3.65 | 3.66 | 3.59 | 3.69 | 3.65 |
| STD DEV | 1.43 | 1.45 | 1.47 | 1.40 | 1.50 | 1.48 | 1.43 | 1.45 | 1.50 |
| STD ERR | .132 | .224 | .153 | .158 | .312 | .184 | .183 | .207 | .363 |
| SIGMA | 118.0 | 42.0 | 92.0 | 79.0 | 23.0 | 65.0 | 61.0 | 49.0 | 17.0 |
| | 100.0 | 100.1 | 100.1 | 100.0 | 99.8 | 100.1 | 100.0 | 100.0 | 100.0 |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 12

Q4. RANKING OF THE FOLLOWING ISSUES IN ORDER OF IMPORTANCE:
REDUCE FICA, FUTA, AND SELF-EMPLOYMENT TAX

| | | PRODUCT LINES REPRESENTED | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | 9 | 4 | 6 | 3 | 2 | 2 | 3 | 5 | 1 |
| TOTAL ANSWERING | 119 | 42 | 93 | 80 | 22 | 66 | 61 | 49 | 17 |
| MOST IMPORTANT | | | | | | | | | |
| 1 (6) | 48 | 18 | 37 | 34 | 6 | 27 | 25 | 17 | 8 |
| | 40.3 | 42.9 | 39.8 | 42.5 | 27.3 | 40.9 | 41.0 | 34.7 | 47.1 |
| 2 (5) | 25 | 6 | 20 | 13 | 6 | 11 | 13 | 9 | 1 |
| | 21.0 | 14.3 | 21.5 | 16.3 | 27.3 | 16.7 | 21.3 | 18.4 | 5.9 |
| 3 (4) | 13 | 3 | 11 | 9 | 1 | 8 | 6 | 4 | 3 |
| | 10.9 | 7.1 | 11.8 | 11.3 | 4.5 | 12.1 | 9.8 | 8.2 | 17.6 |
| 4 (3) | 17 | 9 | 12 | 12 | 7 | 11 | 10 | 10 | 3 |
| | 14.3 | 21.4 | 12.9 | 15.0 | 31.8 | 16.7 | 16.4 | 20.4 | 17.6 |
| 5 (2) | 6 | 3 | 6 | 6 | 1 | 5 | 4 | 6 | 2 |
| | 5.0 | 7.1 | 6.5 | 7.5 | 4.5 | 7.6 | 6.6 | 12.2 | 11.8 |
| 6 (1) | 10 | 3 | 7 | 6 | 1 | 4 | 3 | 3 | 0 |
| | 8.4 | 7.1 | 7.5 | 7.5 | 4.5 | 6.1 | 4.9 | 6.1 | - |
| LEAST IMPORTANT | | | | | | | | | |
| MEAN BASE | 119 | 42 | 93 | 80 | 22 | 66 | 61 | 49 | 17 |
| MEAN | 4.52 | 4.43 | 4.53 | 4.49 | 4.27 | 4.48 | 4.59 | 4.24 | 4.59 |
| STD DEV | 1.64 | 1.70 | 1.62 | 1.67 | 1.52 | 1.62 | 1.55 | 1.68 | 1.54 |
| STD ERR | .150 | .262 | .168 | .187 | .324 | .199 | .199 | .240 | .374 |
| SIGMA | 119.0 | 42.0 | 93.0 | 80.0 | 22.0 | 66.0 | 61.0 | 49.0 | 17.0 |
| | 99.9 | 99.9 | 100.0 | 100.1 | 99.9 | 100.1 | 100.0 | 100.0 | 100.0 |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 13

Q4. RANKING OF THE FOLLOWING ISSUES IN ORDER OF IMPORTANCE:
MEAN SUMMARY EVALUATION

| | PRODUCT LINES REPRESENTED | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| **REDUCE FICA, FUTA, AND SELF-EMPLOYMENT TAX** | | | | | | | | | |
| MEAN | 4.52 | 4.43 | 4.53 | 4.49 | 4.27 | 4.48 | 4.59 | 4.24 | 4.59 |
| STD DEV | 1.64 | 1.70 | 1.62 | 1.67 | 1.52 | 1.62 | 1.55 | 1.68 | 1.54 |
| STD ERR | .150 | .262 | .168 | .187 | .324 | .199 | .199 | .240 | .374 |
| **RESTORE IRA DEDUCTION** | | | | | | | | | |
| MEAN | 3.69 | 3.57 | 3.52 | 3.52 | 3.65 | 3.66 | 3.59 | 3.69 | 3.65 |
| STD DEV | 1.43 | 1.45 | 1.47 | 1.40 | 1.50 | 1.48 | 1.43 | 1.45 | 1.50 |
| STD ERR | .132 | .224 | .153 | .158 | .312 | .184 | .183 | .207 | .363 |
| **PERMIT FULL DEDUCTION OF HEALTH INSURANCE COVERAGE FOR SELF-EMPLOYED, PARTNERS, AND S CORPORATION SHAREHOLDERS** | | | | | | | | | |
| MEAN | 3.68 | 3.93 | 3.78 | 3.75 | 3.70 | 3.63 | 3.56 | 4.02 | 4.06 |
| STD DEV | 1.87 | 1.78 | 1.86 | 1.85 | 1.99 | 1.82 | 1.88 | 1.71 | 1.43 |
| STD ERR | .170 | .271 | .192 | .206 | .414 | .222 | .239 | .242 | .348 |
| **RESTORE INVESTMENT TAX CREDIT** | | | | | | | | | |
| MEAN | 3.45 | 3.54 | 3.36 | 3.38 | 3.77 | 3.58 | 3.62 | 3.50 | 3.82 |
| STD DEV | 1.68 | 1.64 | 1.67 | 1.71 | 1.88 | 1.73 | 1.73 | 1.79 | 1.67 |
| STD ERR | .155 | .257 | .174 | .193 | .400 | .215 | .222 | .258 | .404 |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 13/2

Q4. RANKING OF THE FOLLOWING ISSUES IN ORDER OF IMPORTANCE:
MEAN SUMMARY EVALUATION

| | PRODUCT LINES REPRESENTED | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| **ALTER RULES FOR DEDUCTIONS RELATED TO USE OF A CAR** | | | | | | | | | |
| MEAN | 3.29 | 3.52 | 3.35 | 3.33 | 3.43 | 3.42 | 3.29 | 3.35 | 3.06 |
| STD DEV | 1.37 | 1.47 | 1.36 | 1.41 | 1.12 | 1.36 | 1.31 | 1.47 | 1.43 |
| STD ERR | .125 | .227 | .141 | .158 | .234 | .167 | .166 | .209 | .348 |
| **PAYROLL TAX SIMPLIFICATION** | | | | | | | | | |
| MEAN | 2.47 | 2.23 | 2.59 | 2.69 | 2.39 | 2.41 | 2.48 | 2.38 | 1.82 |
| STD DEV | 1.57 | 1.44 | 1.64 | 1.66 | 1.70 | 1.57 | 1.63 | 1.56 | 1.47 |
| STD ERR | .144 | .220 | .170 | .185 | .354 | .193 | .209 | .221 | .356 |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 14

Q5. EFFECT IMPORTS HAD ON COMPANY'S SALES IN 1991

| | | PRODUCT LINES REPRESENTED | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| TOTAL ANSWERING | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| A SIGNIFICANT IMPACT | 49 | 21 | 40 | 35 | 7 | 24 | 20 | 20 | 10 |
| | 38.3 | 45.7 | 40.4 | 42.2 | 29.2 | 35.3 | 31.3 | 37.0 | 55.6 |
| A MINOR BUT GROWING IMPACT | 65 | 20 | 48 | 38 | 14 | 35 | 37 | 27 | 6 |
| | 50.8 | 43.5 | 48.5 | 45.8 | 58.3 | 51.5 | 57.8 | 50.0 | 33.3 |
| NO IMPACT AT ALL | 14 | 5 | 11 | 10 | 3 | 9 | 7 | 7 | 2 |
| | 10.9 | 10.9 | 11.1 | 12.0 | 12.5 | 13.2 | 10.9 | 13.0 | 11.1 |
| SIGMA | 128.0 | 46.0 | 99.0 | 83.0 | 24.0 | 68.0 | 64.0 | 54.0 | 18.0 |
| | 100.0 | 100.1 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 15

Q6. ASSESSMENT OF REASONS FOR IMPORT PENETRATION IN THE DOMESTIC CONSUMER HARDLINES INDUSTRY: PRICE OF IMPORTS

| | | PRODUCT LINES REPRESENTED | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | | 2 | 1 | 2 | 2 | 0 | 1 | 1 | 1 | 0 |
| TOTAL ANSWERING | | 126 | 45 | 97 | 81 | 24 | 67 | 63 | 53 | 18 |
| VERY IMPORTANT | | 100 | 37 | 78 | 60 | 19 | 50 | 54 | 44 | 16 |
| | (3) | 79.4 | 82.2 | 80.4 | 74.1 | 79.2 | 74.6 | 85.7 | 83.0 | 88.9 |
| MODERATELY IMPORTANT | | 26 | 8 | 19 | 21 | 5 | 17 | 9 | 9 | 2 |
| | (2) | 20.6 | 17.8 | 19.6 | 25.9 | 20.8 | 25.4 | 14.3 | 17.0 | 11.1 |
| MEAN BASE | | 126 | 45 | 97 | 81 | 24 | 67 | 63 | 53 | 18 |
| MEAN | | 2.79 | 2.82 | 2.80 | 2.74 | 2.79 | 2.75 | 2.86 | 2.83 | 2.89 |
| STD DEV | | .41 | .39 | .40 | .44 | .41 | .44 | .35 | .38 | .32 |
| STD ERR | | .036 | .058 | .041 | .049 | .085 | .054 | .044 | .052 | .076 |
| SIGMA | | 126.0 | 45.0 | 97.0 | 81.0 | 24.0 | 67.0 | 63.0 | 53.0 | 18.0 |
| | | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 16

Q6. ASSESSMENT OF REASONS FOR IMPORT PENETRATION IN THE DOMESTIC CONSUMER HARDLINES INDUSTRY: VALUE OF U.S. DOLLAR

| | | PRODUCT LINES REPRESENTED | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | | 6 | 3 | 6 | 5 | 2 | 3 | 3 | 3 | 0 |
| TOTAL ANSWERING | | 122 | 43 | 93 | 78 | 22 | 65 | 61 | 51 | 18 |
| VERY IMPORTANT | | 52 | 19 | 39 | 34 | 9 | 31 | 27 | 20 | 11 |
| | (3) | 42.6 | 44.2 | 41.9 | 43.6 | 40.9 | 47.7 | 44.3 | 39.2 | 61.1 |
| MODERATELY IMPORTANT | | 67 | 23 | 52 | 43 | 11 | 32 | 32 | 31 | 7 |
| | (2) | 54.9 | 53.5 | 55.9 | 55.1 | 50.0 | 49.2 | 52.5 | 60.8 | 38.9 |
| NOT IMPORTANT | | 3 | 1 | 2 | 1 | 2 | 2 | 2 | 0 | 0 |
| | (1) | 2.5 | 2.3 | 2.2 | 1.3 | 9.1 | 3.1 | 3.3 | - | - |
| MEAN BASE | | 122 | 43 | 93 | 78 | 22 | 65 | 61 | 51 | 18 |
| MEAN | | 2.40 | 2.42 | 2.40 | 2.42 | 2.32 | 2.45 | 2.41 | 2.39 | 2.61 |
| STD DEV | | .54 | .54 | .53 | .52 | .65 | .56 | .56 | .49 | .50 |
| STD ERR | | .049 | .083 | .055 | .059 | .138 | .069 | .072 | .069 | .118 |
| SIGMA | | 122.0 | 43.0 | 93.0 | 78.0 | 22.0 | 65.0 | 61.0 | 51.0 | 18.0 |
| | | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.1 | 100.0 | 100.0 |

Q6. ASSESSMENT OF REASONS FOR IMPORT PENETRATION IN THE DOMESTIC CONSUMER HARDLINES INDUSTRY: QUALITY OF IMPORTS

| | | PRODUCT LINES REPRESENTED | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | | 5 | 2 | 5 | 3 | 0 | 2 | 2 | 2 | 0 |
| TOTAL ANSWERING | | 123 | 44 | 94 | 80 | 24 | 66 | 62 | 52 | 18 |
| VERY IMPORTANT | | 55 | 23 | 47 | 38 | 14 | 32 | 32 | 28 | 8 |
| | (3) | 44.7 | 52.3 | 50.0 | 47.5 | 58.3 | 48.5 | 51.6 | 53.8 | 44.4 |
| MODERATELY IMPORTANT | | 59 | 20 | 41 | 38 | 10 | 30 | 26 | 22 | 10 |
| | (2) | 48.0 | 45.5 | 43.6 | 47.5 | 41.7 | 45.5 | 41.9 | 42.3 | 55.6 |
| NOT IMPORTANT | | 9 | 1 | 6 | 4 | 0 | 4 | 4 | 2 | 0 |
| | (1) | 7.3 | 2.3 | 6.4 | 5.0 | - | 6.1 | 6.5 | 3.8 | - |
| MEAN BASE | | 123 | 44 | 94 | 80 | 24 | 66 | 62 | 52 | 18 |
| MEAN | | 2.37 | 2.50 | 2.44 | 2.43 | 2.58 | 2.42 | 2.45 | 2.50 | 2.44 |
| STD DEV | | .62 | .55 | .61 | .59 | .50 | .61 | .62 | .58 | .51 |
| STD ERR | | .056 | .083 | .063 | .066 | .103 | .075 | .079 | .080 | .121 |
| SIGMA | | 123.0 | 44.0 | 94.0 | 80.0 | 24.0 | 66.0 | 62.0 | 52.0 | 18.0 |
| | | 100.0 | 100.1 | 100.0 | 100.0 | 100.0 | 100.1 | 100.0 | 99.9 | 100.0 |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 18

Q6. ASSESSMENT OF REASONS FOR IMPORT PENETRATION IN THE DOMESTIC CONSUMER HARDLINES INDUSTRY: NON-COMPETITIVE U.S. LABOR COST

| | | PRODUCT LINES REPRESENTED | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | | 5 | 2 | 5 | 4 | 1 | 2 | 2 | 2 | 0 |
| TOTAL ANSWERING | | 123 | 44 | 94 | 79 | 23 | 66 | 62 | 52 | 18 |
| VERY IMPORTANT | | 97 | 35 | 77 | 66 | 17 | 52 | 49 | 43 | 12 |
| | (3) | 78.9 | 79.5 | 81.9 | 83.5 | 73.9 | 78.8 | 79.0 | 82.7 | 66.7 |
| MODERATELY IMPORTANT | | 23 | 8 | 16 | 11 | 5 | 12 | 12 | 7 | 6 |
| | (2) | 18.7 | 18.2 | 17.0 | 13.9 | 21.7 | 18.2 | 19.4 | 13.5 | 33.3 |
| NOT IMPORTANT | | 3 | 1 | 1 | 2 | 1 | 2 | 1 | 2 | 0 |
| | (1) | 2.4 | 2.3 | 1.1 | 2.5 | 4.3 | 3.0 | 1.6 | 3.8 | - |
| MEAN BASE | | 123 | 44 | 94 | 79 | 23 | 66 | 62 | 52 | 18 |
| MEAN | | 2.76 | 2.77 | 2.81 | 2.81 | 2.70 | 2.76 | 2.77 | 2.79 | 2.67 |
| STD DEV | | .48 | .48 | .42 | .46 | .56 | .50 | .46 | .50 | .49 |
| STD ERR | | .043 | .072 | .044 | .051 | .117 | .061 | .058 | .069 | .114 |
| SIGMA | | 123.0 | 44.0 | 94.0 | 79.0 | 23.0 | 66.0 | 62.0 | 52.0 | 18.0 |
| | | 100.0 | 100.0 | 100.0 | 99.9 | 99.9 | 100.0 | 100.0 | 100.0 | 100.0 |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 19

Q6. ASSESSMENT OF REASONS FOR IMPORT PENETRATION IN THE DOMESTIC CONSUMER HARDLINES INDUSTRY: CONSUMER ACCEPTANCE OF IMPORTS

| | | PRODUCT LINES REPRESENTED | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | | 3 | 2 | 3 | 2 | 0 | 1 | 1 | 2 | 0 |
| TOTAL ANSWERING | | 125 | 44 | 96 | 81 | 24 | 67 | 63 | 52 | 18 |
| VERY IMPORTANT | | 67 | 25 | 51 | 45 | 10 | 36 | 30 | 29 | 9 |
| | (3) | 53.6 | 56.8 | 53.1 | 55.6 | 41.7 | 53.7 | 47.6 | 55.8 | 50.0 |
| MODERATELY IMPORTANT | | 48 | 17 | 38 | 29 | 13 | 29 | 30 | 22 | 8 |
| | (2) | 38.4 | 38.6 | 39.6 | 35.8 | 54.2 | 43.3 | 47.6 | 42.3 | 44.4 |
| NOT IMPORTANT | | 10 | 2 | 7 | 7 | 1 | 2 | 3 | 1 | 1 |
| | (1) | 8.0 | 4.5 | 7.3 | 8.6 | 4.2 | 3.0 | 4.8 | 1.9 | 5.6 |
| MEAN BASE | | 125 | 44 | 96 | 81 | 24 | 67 | 63 | 52 | 18 |
| MEAN | | 2.46 | 2.52 | 2.46 | 2.47 | 2.38 | 2.51 | 2.43 | 2.54 | 2.44 |
| STD DEV | | .64 | .59 | .63 | .65 | .58 | .56 | .59 | .54 | .62 |
| STD ERR | | .057 | .089 | .064 | .073 | .118 | .068 | .074 | .075 | .145 |
| SIGMA | | 125.0 | 44.0 | 96.0 | 81.0 | 24.0 | 67.0 | 63.0 | 52.0 | 18.0 |
| | | 100.0 | 99.9 | 100.0 | 100.0 | 100.1 | 100.0 | 100.0 | 100.0 | 100.0 |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 20

Q6. ASSESSMENT OF REASONS FOR IMPORT PENETRATION IN THE DOMESTIC CONSUMER HARDLINES INDUSTRY: UNFAIR FOREIGN TRADE PRACTICES

| | | PRODUCT LINES REPRESENTED | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | | 5 | 2 | 5 | 4 | 1 | 2 | 2 | 2 | 0 |
| TOTAL ANSWERING | | 123 | 44 | 94 | 79 | 23 | 66 | 62 | 52 | 18 |
| VERY IMPORTANT | | 73 | 28 | 56 | 45 | 11 | 38 | 35 | 30 | 10 |
| | (3) | 59.3 | 63.6 | 59.6 | 57.0 | 47.8 | 57.6 | 56.5 | 57.7 | 55.6 |
| MODERATELY IMPORTANT | | 44 | 13 | 33 | 31 | 10 | 24 | 24 | 20 | 7 |
| | (2) | 35.8 | 29.5 | 35.1 | 39.2 | 43.5 | 36.4 | 38.7 | 38.5 | 38.9 |
| NOT IMPORTANT | | 6 | 3 | 5 | 3 | 2 | 4 | 3 | 2 | 1 |
| | (1) | 4.9 | 6.8 | 5.3 | 3.8 | 8.7 | 6.1 | 4.8 | 3.8 | 5.6 |
| MEAN BASE | | 123 | 44 | 94 | 79 | 23 | 66 | 62 | 52 | 18 |
| MEAN | | 2.54 | 2.57 | 2.54 | 2.53 | 2.39 | 2.52 | 2.52 | 2.54 | 2.50 |
| STD DEV | | .59 | .62 | .60 | .57 | .66 | .61 | .59 | .58 | .62 |
| STD ERR | | .053 | .094 | .062 | .065 | .137 | .076 | .075 | .080 | .146 |
| SIGMA | | 123.0 | 44.0 | 94.0 | 79.0 | 23.0 | 66.0 | 62.0 | 52.0 | 18.0 |
| | | 100.0 | 99.9 | 100.0 | 100.0 | 100.0 | 100.1 | 100.0 | 100.0 | 100.1 |

Q6. ASSESSMENT OF REASONS FOR IMPORT PENETRATION IN THE DOMESTIC CONSUMER HARDLINES INDUSTRY: CUSTOMERS' LACK OF UNDERSTANDING OF TOTAL PROCUREMENT COSTS (DOMESTIC VS. IMPORTS)

| | | PRODUCT LINES REPRESENTED | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | | 6 | 2 | 6 | 5 | 1 | 3 | 3 | 2 | 0 |
| TOTAL ANSWERING | | 122 | 44 | 93 | 78 | 23 | 65 | 61 | 52 | 18 |
| VERY IMPORTANT | | 45 | 15 | 31 | 26 | 8 | 23 | 18 | 16 | 9 |
| | (3) | 36.9 | 34.1 | 33.3 | 33.3 | 34.8 | 35.4 | 29.5 | 30.8 | 50.0 |
| MODERATELY IMPORTANT | | 49 | 20 | 40 | 31 | 7 | 25 | 29 | 24 | 7 |
| | (2) | 40.2 | 45.5 | 43.0 | 39.7 | 30.4 | 38.5 | 47.5 | 46.2 | 38.9 |
| NOT IMPORTANT | | 28 | 9 | 22 | 21 | 8 | 17 | 14 | 12 | 2 |
| | (1) | 23.0 | 20.5 | 23.7 | 26.9 | 34.8 | 26.2 | 23.0 | 23.1 | 11.1 |
| MEAN BASE | | 122 | 44 | 93 | 78 | 23 | 65 | 61 | 52 | 18 |
| MEAN | | 2.14 | 2.14 | 2.10 | 2.06 | 2.00 | 2.09 | 2.07 | 2.08 | 2.39 |
| STD DEV | | .76 | .73 | .75 | .78 | .85 | .79 | .73 | .74 | .70 |
| STD ERR | | .069 | .111 | .078 | .088 | .178 | .097 | .093 | .102 | .164 |
| SIGMA | | 122.0 | 44.0 | 93.0 | 78.0 | 23.0 | 65.0 | 61.0 | 52.0 | 18.0 |
| | | 100.1 | 100.1 | 100.0 | 99.9 | 100.0 | 100.1 | 100.0 | 100.1 | 100.0 |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 22

Q7. HEALTH CARE REFORM OPTIONS WOULD CHOOSE AS A SOLUTION IN THE 102ND CONGRESS HEALTH INSURANCE DISCUSSIONS

| | | PRODUCT LINES REPRESENTED | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | 10 | 4 | 10 | 7 | 1 | 4 | 5 | 6 | 1 |
| TOTAL ANSWERING | 118 | 42 | 89 | 76 | 23 | 64 | 59 | 48 | 17 |
| ALL PAYER (GOVERNMENT AND BUSINESS TEAM UP TO NEGOTIATE MANDATORY RATES WITH PROVIDERS) | 46 | 18 | 34 | 30 | 9 | 22 | 22 | 22 | 6 |
| | 39.0 | 42.9 | 38.2 | 39.5 | 39.1 | 34.4 | 37.3 | 45.8 | 35.3 |
| LET THE SYSTEM WORK OUT ITS PROBLEMS | 44 | 11 | 32 | 25 | 6 | 25 | 22 | 15 | 6 |
| | 37.3 | 26.2 | 36.0 | 32.9 | 26.1 | 39.1 | 37.3 | 31.3 | 35.3 |
| SINGLE PAYER (CANADIAN-STYLE GOVERNMENT PROVIDED) | 12 | 4 | 9 | 10 | 3 | 7 | 7 | 3 | 2 |
| | 10.2 | 9.5 | 10.1 | 13.2 | 13.0 | 10.9 | 11.9 | 6.3 | 11.8 |
| PLAY OR PAY (EMPLOYERS PROVIDE FOR EMPLOYEES OR PAY INTO A PUBLIC PLAN) | 6 | 4 | 5 | 3 | 2 | 3 | 3 | 2 | 0 |
| | 5.1 | 9.5 | 5.6 | 3.9 | 8.7 | 4.7 | 5.1 | 4.2 | - |
| ALL OTHERS | 10 | 5 | 9 | 8 | 3 | 7 | 5 | 6 | 3 |
| | 8.5 | 11.9 | 10.1 | 10.5 | 13.0 | 10.9 | 8.5 | 12.5 | 17.6 |
| SIGMA | 118.0 | 42.0 | 89.0 | 76.0 | 23.0 | 64.0 | 59.0 | 48.0 | 17.0 |
| | 100.1 | 100.0 | 100.0 | 100.0 | 99.9 | 100.0 | 100.1 | 100.1 | 100.0 |

Q8. COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR: FAMILY PLAN

| | | PRODUCT LINES REPRESENTED | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | 51 | 19 | 42 | 27 | 13 | 28 | 26 | 22 | 8 |
| TOTAL ANSWERING | 77 | 27 | 57 | 56 | 11 | 40 | 38 | 32 | 10 |
| 33% | 2 | 0 | 0 | 1 | 0 | 1 | 1 | 0 | 0 |
| | 2.6 | - | - | 1.8 | - | 2.5 | 2.6 | - | - |
| 50% | 4 | 3 | 4 | 3 | 1 | 4 | 3 | 3 | 1 |
| | 5.2 | 11.1 | 7.0 | 5.4 | 9.1 | 10.0 | 7.9 | 9.4 | 10.0 |
| 70% | 1 | 0 | 1 | 1 | 0 | 1 | 0 | 0 | 0 |
| | 1.3 | - | 1.8 | 1.8 | - | 2.5 | - | - | - |
| 80% | 5 | 3 | 5 | 3 | 0 | 3 | 3 | 4 | 1 |
| | 6.5 | 11.1 | 8.8 | 5.4 | - | 7.5 | 7.9 | 12.5 | 10.0 |
| 85% | 1 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 |
| | 1.3 | - | 1.8 | 1.8 | - | - | - | - | - |
| 100% | 64 | 21 | 46 | 47 | 10 | 31 | 31 | 25 | 8 |
| | 83.1 | 77.8 | 80.7 | 83.9 | 90.9 | 77.5 | 81.6 | 78.1 | 80.0 |
| MEAN BASE | 77 | 27 | 57 | 56 | 11 | 40 | 38 | 32 | 10 |
| MEAN | 93.78 | 92.22 | 93.95 | 94.25 | 95.45 | 91.08 | 92.71 | 92.81 | 93.00 |
| STD DEV | 15.86 | 16.49 | 14.04 | 15.05 | 15.08 | 18.54 | 17.37 | 15.50 | 16.36 |
| STD ERR | 1.808 | 3.173 | 1.859 | 2.012 | 4.545 | 2.931 | 2.819 | 2.740 | 5.175 |
| SIGMA | 77.0 | 27.0 | 57.0 | 56.0 | 11.0 | 40.0 | 38.0 | 32.0 | 10.0 |
| | 100.0 | 100.0 | 100.1 | 100.1 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 24

Q8. COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR: FAMILY PLAN
(INCLUDING THOSE ANSWERING ZERO)

| | | PRODUCT LINES REPRESENTED | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | 42 | 15 | 35 | 20 | 10 | 23 | 20 | 18 | 7 |
| TOTAL ANSWERING | 86 | 31 | 64 | 63 | 14 | 45 | 44 | 36 | 11 |
| 0% | 9 | 4 | 7 | 7 | 3 | 5 | 6 | 4 | 1 |
| | 10.5 | 12.9 | 10.9 | 11.1 | 21.4 | 11.1 | 13.6 | 11.1 | 9.1 |
| 33% | 2 | 0 | 0 | 1 | 0 | 1 | 1 | 0 | 0 |
| | 2.3 | - | - | 1.6 | - | 2.2 | 2.3 | - | - |
| 50% | 4 | 3 | 4 | 3 | 1 | 4 | 3 | 3 | 1 |
| | 4.7 | 9.7 | 6.3 | 4.8 | 7.1 | 8.9 | 6.8 | 8.3 | 9.1 |
| 70% | 1 | 0 | 1 | 1 | 0 | 1 | 0 | 0 | 0 |
| | 1.2 | - | 1.6 | 1.6 | - | 2.2 | - | - | - |
| 80% | 5 | 3 | 5 | 3 | 0 | 3 | 3 | 4 | 1 |
| | 5.8 | 9.7 | 7.8 | 4.8 | - | 6.7 | 6.8 | 11.1 | 9.1 |
| 85% | 1 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 |
| | 1.2 | - | 1.6 | 1.6 | - | - | - | - | - |
| 100% | 64 | 21 | 46 | 47 | 10 | 31 | 31 | 25 | 8 |
| | 74.4 | 67.7 | 71.9 | 74.6 | 71.4 | 68.9 | 70.5 | 69.4 | 72.7 |
| MEAN BASE | 86 | 31 | 64 | 63 | 14 | 45 | 44 | 36 | 11 |
| MEAN | 83.97 | 80.32 | 83.67 | 83.78 | 75.00 | 80.96 | 80.07 | 82.50 | 84.55 |
| STD DEV | 32.54 | 34.97 | 32.38 | 33.05 | 42.74 | 33.80 | 35.99 | 32.98 | 32.05 |
| STD ERR | 3.509 | 6.282 | 4.048 | 4.164 | 11.423 | 5.039 | 5.426 | 5.497 | 9.664 |
| SIGMA | 86.0 | 31.0 | 64.0 | 63.0 | 14.0 | 45.0 | 44.0 | 36.0 | 11.0 |
| | 100.1 | 100.0 | 100.1 | 100.1 | 99.9 | 100.0 | 100.0 | 99.9 | 100.0 |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 25

Q8. COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR: INDIVIDUAL PLAN

| | PRODUCT LINES REPRESENTED | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | 74 | 25 | 60 | 45 | 15 | 36 | 38 | 32 | 12 |
| TOTAL ANSWERING | 54 | 21 | 39 | 38 | 9 | 32 | 26 | 22 | 6 |
| 50% | 3 | 2 | 3 | 2 | 1 | 3 | 2 | 2 | 0 |
| | 5.6 | 9.5 | 7.7 | 5.3 | 11.1 | 9.4 | 7.7 | 9.1 | - |
| 75% | 1 | 1 | 1 | 1 | 0 | 1 | 0 | 1 | 0 |
| | 1.9 | 4.8 | 2.6 | 2.6 | - | 3.1 | - | 4.5 | - |
| 80% | 4 | 1 | 3 | 3 | 0 | 2 | 2 | 2 | 0 |
| | 7.4 | 4.8 | 7.7 | 7.9 | - | 6.3 | 7.7 | 9.1 | - |
| 90% | 4 | 1 | 4 | 3 | 0 | 3 | 1 | 1 | 1 |
| | 7.4 | 4.8 | 10.3 | 7.9 | - | 9.4 | 3.8 | 4.5 | 16.7 |
| 100% | 42 | 16 | 28 | 29 | 8 | 23 | 21 | 16 | 5 |
| | 77.8 | 76.2 | 71.8 | 76.3 | 88.9 | 71.9 | 80.8 | 72.7 | 83.3 |
| MEAN BASE | 54 | 21 | 39 | 38 | 9 | 32 | 26 | 22 | 6 |
| MEAN | 94.54 | 92.62 | 92.95 | 94.34 | 94.44 | 92.34 | 94.23 | 92.05 | 98.33 |
| STD DEV | 12.67 | 15.78 | 14.31 | 12.64 | 16.67 | 15.40 | 14.19 | 15.63 | 4.08 |
| STD ERR | 1.725 | 3.444 | 2.292 | 2.050 | 5.556 | 2.722 | 2.783 | 3.333 | 1.667 |
| SIGMA | 54.0 | 21.0 | 39.0 | 38.0 | 9.0 | 32.0 | 26.0 | 22.0 | 6.0 |
| | 100.1 | 100.1 | 100.1 | 100.0 | 100.0 | 100.1 | 100.0 | 99.9 | 100.0 |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 26

Q8. COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR: INDIVIDUAL PLAN
(INCLUDING THOSE ANSWERING ZERO)

| | | PRODUCT LINES REPRESENTED | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | 68 | 22 | 56 | 40 | 13 | 33 | 33 | 29 | 11 |
| TOTAL ANSWERING | 60 | 24 | 43 | 43 | 11 | 35 | 31 | 25 | 7 |
| 0% | 6 | 3 | 4 | 5 | 2 | 3 | 5 | 3 | 1 |
| | 10.0 | 12.5 | 9.3 | 11.6 | 18.2 | 8.6 | 16.1 | 12.0 | 14.3 |
| 50% | 3 | 2 | 3 | 2 | 1 | 3 | 2 | 2 | 0 |
| | 5.0 | 8.3 | 7.0 | 4.7 | 9.1 | 8.6 | 6.5 | 8.0 | - |
| 75% | 1 | 1 | 1 | 1 | 0 | 1 | 0 | 1 | 0 |
| | 1.7 | 4.2 | 2.3 | 2.3 | - | 2.9 | - | 4.0 | - |
| 80% | 4 | 1 | 3 | 3 | 0 | 2 | 2 | 2 | 0 |
| | 6.7 | 4.2 | 7.0 | 7.0 | - | 5.7 | 6.5 | 8.0 | - |
| 90% | 4 | 1 | 4 | 3 | 0 | 3 | 1 | 1 | 1 |
| | 6.7 | 4.2 | 9.3 | 7.0 | - | 8.6 | 3.2 | 4.0 | 14.3 |
| 100% | 42 | 16 | 28 | 29 | 8 | 23 | 21 | 16 | 5 |
| | 70.0 | 66.7 | 65.1 | 67.4 | 72.7 | 65.7 | 67.7 | 64.0 | 71.4 |
| MEAN BASE | 60 | 24 | 43 | 43 | 11 | 35 | 31 | 25 | 7 |
| MEAN | 85.08 | 81.04 | 84.30 | 83.37 | 77.27 | 84.43 | 79.03 | 81.00 | 84.29 |
| STD DEV | 31.02 | 34.58 | 30.52 | 32.82 | 41.01 | 30.07 | 37.54 | 33.85 | 37.35 |
| STD ERR | 4.005 | 7.058 | 4.655 | 5.005 | 12.365 | 5.082 | 6.742 | 6.770 | 14.118 |
| SIGMA | 60.0 | 24.0 | 43.0 | 43.0 | 11.0 | 35.0 | 31.0 | 25.0 | 7.0 |
| | 100.1 | 100.1 | 100.0 | 100.0 | 100.0 | 100.1 | 100.0 | 100.0 | 100.0 |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 27

Q8. AVERAGE MONTHLY COST TO COMPANY PER COVERED EMPLOYEE FOR: FAMILY PLAN

| | | PRODUCT LINES REPRESENTED | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | 52 | 21 | 42 | 29 | 14 | 30 | 27 | 22 | 6 |
| TOTAL ANSWERING | 76 | 25 | 57 | 54 | 10 | 38 | 37 | 32 | 12 |
| $1 - $149 | 3 | 0 | 2 | 2 | 0 | 2 | 2 | 1 | 0 |
| | 3.9 | - | 3.5 | 3.7 | - | 5.3 | 5.4 | 3.1 | - |
| $150 - $199 | 8 | 3 | 6 | 6 | 1 | 4 | 4 | 4 | 1 |
| | 10.5 | 12.0 | 10.5 | 11.1 | 10.0 | 10.5 | 10.8 | 12.5 | 8.3 |
| $200 - $249 | 12 | 4 | 11 | 9 | 3 | 7 | 8 | 5 | 2 |
| | 15.8 | 16.0 | 19.3 | 16.7 | 30.0 | 18.4 | 21.6 | 15.6 | 16.7 |
| $250 - $299 | 9 | 1 | 5 | 7 | 0 | 1 | 3 | 2 | 0 |
| | 11.8 | 4.0 | 8.8 | 13.0 | - | 2.6 | 8.1 | 6.3 | - |
| $300 - $349 | 18 | 6 | 15 | 15 | 3 | 11 | 9 | 7 | 3 |
| | 23.7 | 24.0 | 26.3 | 27.8 | 30.0 | 28.9 | 24.3 | 21.9 | 25.0 |
| $350 - $399 | 3 | 2 | 2 | 2 | 0 | 2 | 3 | 2 | 1 |
| | 3.9 | 8.0 | 3.5 | 3.7 | - | 5.3 | 8.1 | 6.3 | 8.3 |
| $400 - $449 | 9 | 4 | 7 | 4 | 1 | 2 | 4 | 5 | 0 |
| | 11.8 | 16.0 | 12.3 | 7.4 | 10.0 | 5.3 | 10.8 | 15.6 | - |
| $450 - $499 | 3 | 0 | 2 | 3 | 1 | 2 | 1 | 1 | 1 |
| | 3.9 | - | 3.5 | 5.6 | 10.0 | 5.3 | 2.7 | 3.1 | 8.3 |
| $500 OR MORE | 11 | 5 | 7 | 6 | 1 | 7 | 3 | 5 | 4 |
| | 14.5 | 20.0 | 12.3 | 11.1 | 10.0 | 18.4 | 8.1 | 15.6 | 33.3 |
| MEAN BASE | 76 | 25 | 57 | 54 | 10 | 38 | 37 | 32 | 12 |
| MEAN | 347.28 | 395.08 | 351.79 | 343.09 | 319.00 | 355.58 | 320.84 | 370.63 | 402.42 |
| STD DEV | 205.18 | 250.32 | 224.27 | 213.30 | 131.53 | 222.42 | 193.15 | 235.32 | 223.29 |
| STD ERR | 23.536 | 50.063 | 29.705 | 29.026 | 41.592 | 36.081 | 31.754 | 41.599 | 64.458 |
| SIGMA | 76.0 | 25.0 | 57.0 | 54.0 | 10.0 | 38.0 | 37.0 | 32.0 | 12.0 |
| | 99.8 | 100.0 | 100.0 | 100.1 | 100.0 | 100.0 | 99.9 | 100.0 | 99.9 |

AMERICAN HARDWARE MANUFACTURERES ASSOCIATION

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 28

Q8. AVERAGE MONTHLY COST TO COMPANY PER COVERED EMPLOYEE FOR: FAMILY PLAN
(INCLUDING THOSE ANSWERING ZERO)

| | | PRODUCT LINES REPRESENTED | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | 48 | 19 | 40 | 26 | 13 | 28 | 26 | 20 | 5 |
| TOTAL ANSWERING | 80 | 27 | 59 | 57 | 11 | 40 | 38 | 34 | 13 |
| $0 | 4 | 2 | 2 | 3 | 1 | 2 | 1 | 2 | 1 |
| | 5.0 | 7.4 | 3.4 | 5.3 | 9.1 | 5.0 | 2.6 | 5.9 | 7.7 |
| $1 - $149 | 3 | 0 | 2 | 2 | 0 | 2 | 2 | 1 | 0 |
| | 3.8 | - | 3.4 | 3.5 | - | 5.0 | 5.3 | 2.9 | - |
| $150 - $199 | 8 | 3 | 6 | 6 | 1 | 4 | 4 | 4 | 1 |
| | 10.0 | 11.1 | 10.2 | 10.5 | 9.1 | 10.0 | 10.5 | 11.8 | 7.7 |
| $200 - $249 | 12 | 4 | 11 | 9 | 3 | 7 | 8 | 5 | 2 |
| | 15.0 | 14.8 | 18.6 | 15.8 | 27.3 | 17.5 | 21.1 | 14.7 | 15.4 |
| $250 - $299 | 9 | 1 | 5 | 7 | 0 | 1 | 3 | 2 | 0 |
| | 11.3 | 3.7 | 8.5 | 12.3 | - | 2.5 | 7.9 | 5.9 | - |
| $300 - $349 | 18 | 6 | 15 | 15 | 3 | 11 | 9 | 7 | 3 |
| | 22.5 | 22.2 | 25.4 | 26.3 | 27.3 | 27.5 | 23.7 | 20.6 | 23.1 |
| $350 - $399 | 3 | 2 | 2 | 2 | 0 | 2 | 3 | 2 | 1 |
| | 3.8 | 7.4 | 3.4 | 3.5 | - | 5.0 | 7.9 | 5.9 | 7.7 |
| $400 - $449 | 9 | 4 | 7 | 4 | 1 | 2 | 4 | 5 | 0 |
| | 11.3 | 14.8 | 11.9 | 7.0 | 9.1 | 5.0 | 10.5 | 14.7 | - |
| $450 - $499 | 3 | 0 | 2 | 3 | 1 | 2 | 1 | 1 | 1 |
| | 3.8 | - | 3.4 | 5.3 | 9.1 | 5.0 | 2.6 | 2.9 | 7.7 |
| $500 OR MORE | 11 | 5 | 7 | 6 | 1 | 7 | 3 | 5 | 4 |
| | 13.8 | 18.5 | 11.9 | 10.5 | 9.1 | 17.5 | 7.9 | 14.7 | 30.8 |
| MEAN BASE | 80 | 27 | 59 | 57 | 11 | 40 | 38 | 34 | 13 |
| MEAN | 329.91 | 365.81 | 339.86 | 325.04 | 290.00 | 337.80 | 312.39 | 348.82 | 371.46 |
| STD DEV | 213.96 | 262.59 | 229.53 | 221.43 | 157.54 | 230.42 | 197.51 | 244.65 | 241.16 |
| STD ERR | 23.919 | 50.536 | 29.883 | 29.330 | 47.501 | 36.432 | 32.040 | 41.957 | 66.886 |

Q8. AVERAGE MONTHLY COST TO COMPANY PER COVERED EMPLOYEE FOR: FAMILY PLAN
(INCLUDING THOSE ANSWERING ZERO)

| | | PRODUCT LINES REPRESENTED | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL ANSWERING | 80 | 27 | 59 | 57 | 11 | 40 | 38 | 34 | 13 |
| SIGMA | 80.0 | 27.0 | 59.0 | 57.0 | 11.0 | 40.0 | 38.0 | 34.0 | 13.0 |
| | 100.3 | 99.9 | 100.1 | 100.0 | 100.1 | 100.0 | 100.0 | 100.0 | 100.1 |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 29

Q8. AVERAGE MONTHLY COST TO COMPANY PER COVERED EMPLOYEE FOR: INDIVIDUAL PLAN

| | | PRODUCT LINES REPRESENTED | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | 75 | 30 | 61 | 48 | 16 | 41 | 41 | 34 | 12 |
| TOTAL ANSWERING | 53 | 16 | 38 | 35 | 8 | 27 | 23 | 20 | 6 |
| $1 - $99 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| | 1.9 | - | - | 2.9 | - | - | - | - | - |
| $100 TO $124 | 13 | 5 | 11 | 9 | 1 | 8 | 5 | 5 | 0 |
| | 24.5 | 31.3 | 28.9 | 25.7 | 12.5 | 29.6 | 21.7 | 25.0 | - |
| $125 TO $149 | 6 | 1 | 3 | 4 | 2 | 2 | 2 | 1 | 0 |
| | 11.3 | 6.3 | 7.9 | 11.4 | 25.0 | 7.4 | 8.7 | 5.0 | - |
| $150 TO $199 | 13 | 2 | 11 | 8 | 3 | 7 | 7 | 4 | 0 |
| | 24.5 | 12.5 | 28.9 | 22.9 | 37.5 | 25.9 | 30.4 | 20.0 | - |
| $200 TO $249 | 8 | 3 | 4 | 4 | 1 | 4 | 2 | 3 | 4 |
| | 15.1 | 18.8 | 10.5 | 11.4 | 12.5 | 14.8 | 8.7 | 15.0 | 66.7 |
| $250 TO $299 | 3 | 0 | 1 | 1 | 0 | 1 | 2 | 1 | 0 |
| | 5.7 | - | 2.6 | 2.9 | - | 3.7 | 8.7 | 5.0 | - |
| $300 TO $399 | 3 | 2 | 2 | 3 | 0 | 2 | 1 | 2 | 1 |
| | 5.7 | 12.5 | 5.3 | 8.6 | - | 7.4 | 4.3 | 10.0 | 16.7 |
| $400 OR MORE | 6 | 3 | 6 | 5 | 1 | 3 | 4 | 4 | 1 |
| | 11.3 | 18.8 | 15.8 | 14.3 | 12.5 | 11.1 | 17.4 | 20.0 | 16.7 |
| MEAN BASE | 53 | 16 | 38 | 35 | 8 | 27 | 23 | 20 | 6 |
| MEAN | 233.00 | 271.44 | 255.37 | 257.11 | 259.75 | 248.41 | 253.83 | 295.15 | 313.33 |
| STD DEV | 217.60 | 240.60 | 250.07 | 258.35 | 301.48 | 239.53 | 215.42 | 273.26 | 141.34 |
| STD ERR | 29.890 | 60.149 | 40.567 | 43.668 | 106.59 | 46.097 | 44.918 | 61.103 | 57.701 |
| SIGMA | 53.0 | 16.0 | 38.0 | 35.0 | 8.0 | 27.0 | 23.0 | 20.0 | 6.0 |
| | 100.0 | 100.2 | 99.9 | 100.1 | 100.0 | 99.9 | 99.9 | 100.0 | 100.1 |

Q8. AVERAGE MONTHLY COST TO COMPANY PER COVERED EMPLOYEE FOR: INDIVIDUAL PLAN
(INCLUDING THOSE ANSWERING ZERO)

| | | PRODUCT LINES REPRESENTED | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | 72 | 28 | 60 | 46 | 15 | 39 | 40 | 32 | 11 |
| TOTAL ANSWERING | 56 | 18 | 39 | 37 | 9 | 29 | 24 | 22 | 7 |
| $0 | 3 | 2 | 1 | 2 | 1 | 2 | 1 | 2 | 1 |
| | 5.4 | 11.1 | 2.6 | 5.4 | 11.1 | 6.9 | 4.2 | 9.1 | 14.3 |
| $1 - $99 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| | 1.8 | - | - | 2.7 | - | - | - | - | - |
| $100 TO $124 | 13 | 5 | 11 | 9 | 1 | 8 | 5 | 5 | 0 |
| | 23.2 | 27.8 | 28.2 | 24.3 | 11.1 | 27.6 | 20.8 | 22.7 | - |
| $125 TO $149 | 6 | 1 | 3 | 4 | 2 | 2 | 2 | 1 | 0 |
| | 10.7 | 5.6 | 7.7 | 10.8 | 22.2 | 6.9 | 8.3 | 4.5 | - |
| $150 TO $199 | 13 | 2 | 11 | 8 | 3 | 7 | 7 | 4 | 0 |
| | 23.2 | 11.1 | 28.2 | 21.6 | 33.3 | 24.1 | 29.2 | 18.2 | - |
| $200 TO $249 | 8 | 3 | 4 | 4 | 1 | 4 | 2 | 3 | 4 |
| | 14.3 | 16.7 | 10.3 | 10.8 | 11.1 | 13.8 | 8.3 | 13.6 | 57.1 |
| $250 TO $299 | 3 | 0 | 1 | 1 | 0 | 1 | 2 | 1 | 0 |
| | 5.4 | - | 2.6 | 2.7 | - | 3.4 | 8.3 | 4.5 | - |
| $300 TO $399 | 3 | 2 | 2 | 3 | 0 | 2 | 1 | 2 | 1 |
| | 5.4 | 11.1 | 5.1 | 8.1 | - | 6.9 | 4.2 | 9.1 | 14.3 |
| $400 OR MORE | 6 | 3 | 6 | 5 | 1 | 3 | 4 | 4 | 1 |
| | 10.7 | 16.7 | 15.4 | 13.5 | 11.1 | 10.3 | 16.7 | 18.2 | 14.3 |
| MEAN BASE | 56 | 18 | 39 | 37 | 9 | 29 | 24 | 22 | 7 |
| MEAN | 220.52 | 241.28 | 248.82 | 243.22 | 230.89 | 231.28 | 243.25 | 268.32 | 268.57 |
| STD DEV | 218.11 | 242.45 | 250.12 | 257.89 | 295.00 | 239.54 | 216.96 | 274.05 | 175.14 |
| STD ERR | 29.146 | 57.146 | 40.052 | 42.397 | 98.334 | 44.482 | 44.287 | 58.427 | 66.195 |
| SIGMA | 56.0 | 18.0 | 39.0 | 37.0 | 9.0 | 29.0 | 24.0 | 22.0 | 7.0 |
| | 100.1 | 100.1 | 100.1 | 99.9 | 99.9 | 99.9 | 100.0 | 99.9 | 100.0 |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 31

Q9. PERCENTAGE OF EMPLOYEES' INSURANCE PREMIUMS EMPLOYERS SHOULD PAY FOR THE EMPLOYEE

| | PRODUCT LINES REPRESENTED | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | 27 | 12 | 25 | 18 | 5 | 14 | 13 | 12 | 7 |
| TOTAL ANSWERING | 101 | 34 | 74 | 65 | 19 | 54 | 51 | 42 | 11 |
| 20% | 1 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 |
| | 1.0 | - | 1.4 | - | - | 1.9 | - | - | - |
| 30% | 1 | 0 | 1 | 1 | 0 | 0 | 1 | 0 | 0 |
| | 1.0 | - | 1.4 | 1.5 | - | - | 2.0 | - | - |
| 50% | 26 | 10 | 19 | 20 | 3 | 8 | 10 | 10 | 2 |
| | 25.7 | 29.4 | 25.7 | 30.8 | 15.8 | 14.8 | 19.6 | 23.8 | 18.2 |
| 60% | 2 | 0 | 2 | 2 | 0 | 1 | 1 | 0 | 0 |
| | 2.0 | - | 2.7 | 3.1 | - | 1.9 | 2.0 | - | - |
| 75% | 13 | 5 | 10 | 7 | 4 | 9 | 6 | 5 | 0 |
| | 12.9 | 14.7 | 13.5 | 10.8 | 21.1 | 16.7 | 11.8 | 11.9 | - |
| 80% | 10 | 2 | 10 | 7 | 2 | 5 | 5 | 4 | 2 |
| | 9.9 | 5.9 | 13.5 | 10.8 | 10.5 | 9.3 | 9.8 | 9.5 | 18.2 |
| 90% | 1 | 0 | 1 | 1 | 0 | 1 | 1 | 1 | 1 |
| | 1.0 | - | 1.4 | 1.5 | - | 1.9 | 2.0 | 2.4 | 9.1 |
| 100% | 47 | 17 | 30 | 27 | 10 | 29 | 27 | 22 | 6 |
| | 46.5 | 50.0 | 40.5 | 41.5 | 52.6 | 53.7 | 52.9 | 52.4 | 54.5 |
| MEAN BASE | 101 | 34 | 74 | 65 | 19 | 54 | 51 | 42 | 11 |
| MEAN | 79.55 | 80.44 | 77.84 | 77.31 | 84.74 | 84.17 | 82.94 | 82.98 | 86.36 |
| STD DEV | 22.25 | 21.96 | 22.21 | 22.33 | 18.82 | 20.46 | 21.22 | 20.75 | 19.63 |
| STD ERR | 2.214 | 3.767 | 2.582 | 2.769 | 4.317 | 2.784 | 2.971 | 3.202 | 5.920 |
| SIGMA | 101.0 | 34.0 | 74.0 | 65.0 | 19.0 | 54.0 | 51.0 | 42.0 | 11.0 |
| | 100.0 | 100.0 | 100.1 | 100.0 | 100.0 | 100.2 | 100.1 | 100.0 | 100.0 |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 32

Q9. PERCENTAGE OF EMPLOYEES' INSURANCE PREMIUMS EMPLOYERS SHOULD PAY FOR THE EMPLOYEE (INCLUDING THOSE ANSWERING ZERO)

| | | PRODUCT LINES REPRESENTED | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | 22 | 9 | 22 | 13 | 4 | 12 | 11 | 10 | 5 |
| TOTAL ANSWERING | 106 | 37 | 77 | 70 | 20 | 56 | 53 | 44 | 13 |
| 0% | 5 | 3 | 3 | 5 | 1 | 2 | 2 | 2 | 2 |
| | 4.7 | 8.1 | 3.9 | 7.1 | 5.0 | 3.6 | 3.8 | 4.5 | 15.4 |
| 20% | 1 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 |
| | .9 | - | 1.3 | - | - | 1.8 | - | - | - |
| 30% | 1 | 0 | 1 | 1 | 0 | 0 | 1 | 0 | 0 |
| | .9 | - | 1.3 | 1.4 | - | - | 1.9 | - | - |
| 50% | 26 | 10 | 19 | 20 | 3 | 8 | 10 | 10 | 2 |
| | 24.5 | 27.0 | 24.7 | 28.6 | 15.0 | 14.3 | 18.9 | 22.7 | 15.4 |
| 60% | 2 | 0 | 2 | 2 | 0 | 1 | 1 | 0 | 0 |
| | 1.9 | - | 2.6 | 2.9 | - | 1.8 | 1.9 | - | - |
| 75% | 13 | 5 | 10 | 7 | 4 | 9 | 6 | 5 | 0 |
| | 12.3 | 13.5 | 13.0 | 10.0 | 20.0 | 16.1 | 11.3 | 11.4 | - |
| 80% | 10 | 2 | 10 | 7 | 2 | 5 | 5 | 4 | 2 |
| | 9.4 | 5.4 | 13.0 | 10.0 | 10.0 | 8.9 | 9.4 | 9.1 | 15.4 |
| 90% | 1 | 0 | 1 | 1 | 0 | 1 | 1 | 1 | 1 |
| | .9 | - | 1.3 | 1.4 | - | 1.8 | 1.9 | 2.3 | 7.7 |
| 100% | 47 | 17 | 30 | 27 | 10 | 29 | 27 | 22 | 6 |
| | 44.3 | 45.9 | 39.0 | 38.6 | 50.0 | 51.8 | 50.9 | 50.0 | 46.2 |
| MEAN BASE | 106 | 37 | 77 | 70 | 20 | 56 | 53 | 44 | 13 |
| MEAN | 75.80 | 73.92 | 74.81 | 71.79 | 80.30 | 81.16 | 79.81 | 79.20 | 73.08 |
| STD DEV | 27.54 | 30.62 | 26.53 | 29.40 | 26.35 | 25.53 | 26.22 | 26.76 | 37.06 |
| STD ERR | 2.675 | 5.034 | 3.023 | 3.514 | 5.893 | 3.412 | 3.602 | 4.035 | 10.277 |
| SIGMA | 106.0 | 37.0 | 77.0 | 70.0 | 20.0 | 56.0 | 53.0 | 44.0 | 13.0 |
| | 99.8 | 99.9 | 100.1 | 100.0 | 100.0 | 100.1 | 100.0 | 100.0 | 100.1 |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 33

Q9. PERCENTAGE OF EMPLOYEES' INSURANCE PREMIUMS EMPLOYERS SHOULD PAY FOR THE FAMILY

| | | PRODUCT LINES REPRESENTED | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | 44 | 14 | 35 | 26 | 9 | 23 | 24 | 21 | 7 |
| TOTAL ANSWERING | 84 | 32 | 64 | 57 | 15 | 45 | 40 | 33 | 11 |
| 20% | 3 | 0 | 3 | 1 | 0 | 3 | 2 | 0 | 0 |
| | 3.6 | - | 4.7 | 1.8 | - | 6.7 | 5.0 | - | - |
| 25% | 3 | 1 | 1 | 2 | 1 | 1 | 2 | 1 | 0 |
| | 3.6 | 3.1 | 1.6 | 3.5 | 6.7 | 2.2 | 5.0 | 3.0 | - |
| 30% | 1 | 0 | 1 | 1 | 0 | 0 | 1 | 0 | 0 |
| | 1.2 | - | 1.6 | 1.8 | - | - | 2.5 | - | - |
| 40% | 1 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 |
| | 1.2 | - | 1.6 | 1.8 | - | - | - | - | - |
| 50% | 38 | 15 | 29 | 27 | 7 | 19 | 18 | 18 | 4 |
| | 45.2 | 46.9 | 45.3 | 47.4 | 46.7 | 42.2 | 45.0 | 54.5 | 36.4 |
| 60% | 2 | 0 | 2 | 1 | 0 | 2 | 2 | 0 | 0 |
| | 2.4 | - | 3.1 | 1.8 | - | 4.4 | 5.0 | - | - |
| 75% | 6 | 3 | 5 | 6 | 1 | 3 | 2 | 3 | 0 |
| | 7.1 | 9.4 | 7.8 | 10.5 | 6.7 | 6.7 | 5.0 | 9.1 | - |
| 80% | 8 | 4 | 7 | 4 | 2 | 4 | 4 | 4 | 2 |
| | 9.5 | 12.5 | 10.9 | 7.0 | 13.3 | 8.9 | 10.0 | 12.1 | 18.2 |
| 100% | 22 | 9 | 15 | 14 | 4 | 13 | 9 | 7 | 5 |
| | 26.2 | 28.1 | 23.4 | 24.6 | 26.7 | 28.9 | 22.5 | 21.2 | 45.5 |
| MEAN BASE | 84 | 32 | 64 | 57 | 15 | 45 | 40 | 33 | 11 |
| MEAN | 65.65 | 69.38 | 65.00 | 65.26 | 67.33 | 66.67 | 62.75 | 65.76 | 78.18 |
| STD DEV | 24.70 | 23.13 | 24.09 | 23.84 | 24.70 | 25.67 | 25.06 | 21.94 | 23.59 |
| STD ERR | 2.695 | 4.089 | 3.011 | 3.157 | 6.378 | 3.827 | 3.963 | 3.820 | 7.112 |
| SIGMA | 84.0 | 32.0 | 64.0 | 57.0 | 15.0 | 45.0 | 40.0 | 33.0 | 11.0 |
| | 100.0 | 100.0 | 100.0 | 100.2 | 100.1 | 100.0 | 100.0 | 99.9 | 100.1 |

AMERICAN HARDWARE MANUFACTURERES ASSOCIATION

Q9. PERCENTAGE OF EMPLOYEES' INSURANCE PREMIUMS EMPLOYERS SHOULD PAY FOR THE FAMILY (INCLUDING THOSE ANSWERING ZERO)

| | | PRODUCT LINES REPRESENTED | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | 32 | 9 | 27 | 17 | 7 | 17 | 19 | 16 | 5 |
| TOTAL ANSWERING | 96 | 37 | 72 | 66 | 17 | 51 | 45 | 38 | 13 |
| 0% | 12 | 5 | 8 | 9 | 2 | 6 | 5 | 5 | 2 |
| | 12.5 | 13.5 | 11.1 | 13.6 | 11.8 | 11.8 | 11.1 | 13.2 | 15.4 |
| 20% | 3 | 0 | 3 | 1 | 0 | 3 | 2 | 0 | 0 |
| | 3.1 | - | 4.2 | 1.5 | - | 5.9 | 4.4 | - | - |
| 25% | 3 | 1 | 1 | 2 | 1 | 1 | 2 | 1 | 0 |
| | 3.1 | 2.7 | 1.4 | 3.0 | 5.9 | 2.0 | 4.4 | 2.6 | - |
| 30% | 1 | 0 | 1 | 1 | 0 | 0 | 1 | 0 | 0 |
| | 1.0 | - | 1.4 | 1.5 | - | - | 2.2 | - | - |
| 40% | 1 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 |
| | 1.0 | - | 1.4 | 1.5 | - | - | - | - | - |
| 50% | 38 | 15 | 29 | 27 | 7 | 19 | 18 | 18 | 4 |
| | 39.6 | 40.5 | 40.3 | 40.9 | 41.2 | 37.3 | 40.0 | 47.4 | 30.8 |
| 60% | 2 | 0 | 2 | 1 | 0 | 2 | 2 | 0 | 0 |
| | 2.1 | - | 2.8 | 1.5 | - | 3.9 | 4.4 | - | - |
| 75% | 6 | 3 | 5 | 6 | 1 | 3 | 2 | 3 | 0 |
| | 6.3 | 8.1 | 6.9 | 9.1 | 5.9 | 5.9 | 4.4 | 7.9 | - |
| 80% | 8 | 4 | 7 | 4 | 2 | 4 | 4 | 4 | 2 |
| | 8.3 | 10.8 | 9.7 | 6.1 | 11.8 | 7.8 | 8.9 | 10.5 | 15.4 |
| 100% | 22 | 9 | 15 | 14 | 4 | 13 | 9 | 7 | 5 |
| | 22.9 | 24.3 | 20.8 | 21.2 | 23.5 | 25.5 | 20.0 | 18.4 | 38.5 |
| MEAN BASE | 96 | 37 | 72 | 66 | 17 | 51 | 45 | 38 | 13 |
| MEAN | 57.45 | 60.00 | 57.78 | 56.36 | 59.41 | 58.82 | 55.78 | 57.11 | 66.15 |
| STD DEV | 31.77 | 32.23 | 30.63 | 31.61 | 32.16 | 32.41 | 30.89 | 30.39 | 36.41 |
| STD ERR | 3.243 | 5.299 | 3.609 | 3.890 | 7.799 | 4.539 | 4.606 | 4.931 | 10.098 |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 34/2

Q9. PERCENTAGE OF EMPLOYEES' INSURANCE PREMIUMS EMPLOYERS SHOULD PAY FOR THE FAMILY (INCLUDING THOSE ANSWERING ZERO)

| | | PRODUCT LINES REPRESENTED | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL ANSWERING | 96 | 37 | 72 | 66 | 17 | 51 | 45 | 38 | 13 |
| SIGMA | 96.0 | 37.0 | 72.0 | 66.0 | 17.0 | 51.0 | 45.0 | 38.0 | 13.0 |
| | 99.9 | 99.9 | 100.0 | 99.9 | 100.1 | 100.1 | 99.8 | 100.0 | 100.1 |

Q10. COMPANY'S RECENT EXPERIENCE REGARDING THE AMOUNT OF TIME AND EFFORT SPENT ON COMPLIANCE WITH REGULATIONS AND PAPERWORK

| | | PRODUCT LINES REPRESENTED | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | | 2 | 1 | 2 | 2 | 0 | 1 | 1 | 1 | 0 |
| TOTAL ANSWERING | | 126 | 45 | 97 | 81 | 24 | 67 | 63 | 53 | 18 |
| DECREASE (NET) | | 7 | 1 | 5 | 5 | 1 | 4 | 5 | 3 | 2 |
| ========== | | 5.6 | 2.2 | 5.2 | 6.2 | 4.2 | 6.0 | 7.9 | 5.7 | 11.1 |
| SIGNIFICANT DECREASE | (1) | 3 | 1 | 2 | 2 | 0 | 2 | 3 | 1 | 1 |
| | | 2.4 | 2.2 | 2.1 | 2.5 | - | 3.0 | 4.8 | 1.9 | 5.6 |
| MODERATE DECREASE | (2) | 4 | 0 | 3 | 3 | 1 | 2 | 2 | 2 | 1 |
| | | 3.2 | - | 3.1 | 3.7 | 4.2 | 3.0 | 3.2 | 3.8 | 5.6 |
| NO CHANGE | (3) | 24 | 12 | 21 | 13 | 5 | 15 | 13 | 7 | 3 |
| | | 19.0 | 26.7 | 21.6 | 16.0 | 20.8 | 22.4 | 20.6 | 13.2 | 16.7 |
| MODERATE INCREASE | (4) | 54 | 17 | 41 | 36 | 11 | 25 | 26 | 23 | 6 |
| | | 42.9 | 37.8 | 42.3 | 44.4 | 45.8 | 37.3 | 41.3 | 43.4 | 33.3 |
| SIGNIFICANT INCREASE | (5) | 41 | 15 | 30 | 27 | 7 | 23 | 19 | 20 | 7 |
| | | 32.5 | 33.3 | 30.9 | 33.3 | 29.2 | 34.3 | 30.2 | 37.7 | 38.9 |
| INCREASE (NET) | | 95 | 32 | 71 | 63 | 18 | 48 | 45 | 43 | 13 |
| ========== | | 75.4 | 71.1 | 73.2 | 77.8 | 75.0 | 71.6 | 71.4 | 81.1 | 72.2 |
| MEAN BASE | | 126 | 45 | 97 | 81 | 24 | 67 | 63 | 53 | 18 |
| MEAN | | 4.00 | 4.00 | 3.97 | 4.02 | 4.00 | 3.97 | 3.89 | 4.11 | 3.94 |
| STD DEV | | .93 | .90 | .92 | .94 | .83 | .98 | 1.03 | .91 | 1.16 |
| STD ERR | | .083 | .135 | .093 | .104 | .170 | .120 | .130 | .125 | .274 |
| SIGMA | | 126.0 | 45.0 | 97.0 | 81.0 | 24.0 | 67.0 | 63.0 | 53.0 | 18.0 |
| | | 100.0 | 100.0 | 100.0 | 99.9 | 100.0 | 100.0 | 100.1 | 100.0 | 100.1 |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 36

Q11. AGENCIES RESPONSIBLE FOR THE INCREASE IN THE AMOUNT OF TIME AND EFFORT SPENT ON COMPLIANCE WITH REGULATIONS AND PAPERWORK

BASE: COMPANY EXPERIENCED AN INCREASE

| | | PRODUCT LINES REPRESENTED | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | 95 | 32 | 71 | 63 | 18 | 48 | 45 | 43 | 13 |
| NO RESPONSE | 3 | 2 | 3 | 2 | 0 | 2 | 2 | 3 | 1 |
| TOTAL ANSWERING | 92 | 30 | 68 | 61 | 18 | 46 | 43 | 40 | 12 |
| IRS | 85 | 30 | 64 | 56 | 17 | 43 | 37 | 37 | 12 |
| | 92.4 | 100.0 | 94.1 | 91.8 | 94.4 | 93.5 | 86.0 | 92.5 | 100.0 |
| OSHA | 16 | 5 | 11 | 11 | 4 | 5 | 9 | 8 | 0 |
| | 17.4 | 16.7 | 16.2 | 18.0 | 22.2 | 10.9 | 20.9 | 20.0 | - |
| TRANSPORTATION | 15 | 6 | 13 | 10 | 3 | 9 | 11 | 8 | 1 |
| | 16.3 | 20.0 | 19.1 | 16.4 | 16.7 | 19.6 | 25.6 | 20.0 | 8.3 |
| EPA | 11 | 3 | 8 | 5 | 2 | 6 | 9 | 5 | 0 |
| | 12.0 | 10.0 | 11.8 | 8.2 | 11.1 | 13.0 | 20.9 | 12.5 | - |
| COMMERCE | 4 | 0 | 4 | 3 | 1 | 2 | 2 | 3 | 0 |
| | 4.3 | - | 5.9 | 4.9 | 5.6 | 4.3 | 4.7 | 7.5 | - |
| OTHER | 15 | 6 | 10 | 10 | 1 | 11 | 5 | 4 | 4 |
| | 16.3 | 20.0 | 14.7 | 16.4 | 5.6 | 23.9 | 11.6 | 10.0 | 33.3 |
| SIGMA | 146.0 | 50.0 | 110.0 | 95.0 | 28.0 | 76.0 | 73.0 | 65.0 | 17.0 |
| | 158.7 | 166.7 | 161.8 | 155.7 | 155.6 | 165.2 | 169.7 | 162.5 | 141.6 |

Q12. FAVOR POLITICAL CONTRIBUTION REFORM OR NOT

| | | PRODUCT LINES REPRESENTED | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | 8 | 4 | 8 | 5 | 1 | 5 | 3 | 3 | 2 |
| TOTAL ANSWERING | 120 | 42 | 91 | 78 | 23 | 63 | 61 | 51 | 16 |
| YES | 102 | 36 | 78 | 69 | 21 | 54 | 55 | 47 | 12 |
| | 85.0 | 85.7 | 85.7 | 88.5 | 91.3 | 85.7 | 90.2 | 92.2 | 75.0 |
| NO | 18 | 6 | 13 | 9 | 2 | 9 | 6 | 4 | 4 |
| | 15.0 | 14.3 | 14.3 | 11.5 | 8.7 | 14.3 | 9.8 | 7.8 | 25.0 |
| SIGMA | 120.0 | 42.0 | 91.0 | 78.0 | 23.0 | 63.0 | 61.0 | 51.0 | 16.0 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 38

Q12. FAVOR TERM LIMITS ON MEMBERS OF CONGRESS OR NOT

| | PRODUCT LINES REPRESENTED | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | 3 | 2 | 3 | 3 | 1 | 2 | 2 | 2 | 1 |
| TOTAL ANSWERING | 125 | 44 | 96 | 80 | 23 | 66 | 62 | 52 | 17 |
| YES | 105 | 38 | 84 | 73 | 21 | 54 | 49 | 44 | 10 |
| | 84.0 | 86.4 | 87.5 | 91.3 | 91.3 | 81.8 | 79.0 | 84.6 | 58.8 |
| NO | 20 | 6 | 12 | 7 | 2 | 12 | 13 | 8 | 7 |
| | 16.0 | 13.6 | 12.5 | 8.8 | 8.7 | 18.2 | 21.0 | 15.4 | 41.2 |
| SIGMA | 125.0 | 44.0 | 96.0 | 80.0 | 23.0 | 66.0 | 62.0 | 52.0 | 17.0 |
| | 100.0 | 100.0 | 100.0 | 100.1 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 39

Q12. FAVOR A SINGLE SIX-YEAR TERM FOR THE PRESIDENT OR NOT

| | | PRODUCT LINES REPRESENTED | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | 4 | 2 | 4 | 2 | 1 | 2 | 2 | 3 | 1 |
| TOTAL ANSWERING | 124 | 44 | 95 | 81 | 23 | 66 | 62 | 51 | 17 |
| YES | 48 | 16 | 38 | 28 | 8 | 20 | 24 | 19 | 5 |
| | 38.7 | 36.4 | 40.0 | 34.6 | 34.8 | 30.3 | 38.7 | 37.3 | 29.4 |
| NO | 76 | 28 | 57 | 53 | 15 | 46 | 38 | 32 | 12 |
| | 61.3 | 63.6 | 60.0 | 65.4 | 65.2 | 69.7 | 61.3 | 62.7 | 70.6 |
| SIGMA | 124.0 | 44.0 | 95.0 | 81.0 | 23.0 | 66.0 | 62.0 | 51.0 | 17.0 |
| | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 40

Q13. RATING THE BUSINESS LOBBY'S PERFORMANCE DURING THE FIRST SESSION OF THE 102ND CONGRESS

| | | PRODUCT LINES REPRESENTED | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | | 8 | 3 | 7 | 5 | 1 | 3 | 3 | 3 | 2 |
| TOTAL ANSWERING | | 120 | 43 | 92 | 78 | 23 | 65 | 61 | 51 | 16 |
| EXCELLENT/ABOVE AVERAGE (NET) | | 25 | 11 | 20 | 20 | 5 | 10 | 11 | 10 | 2 |
| | | 20.8 | 25.6 | 21.7 | 25.6 | 21.7 | 15.4 | 18.0 | 19.6 | 12.5 |
| EXCELLENT | | 1 | 1 | 1 | 1 | 0 | 0 | 1 | 0 | 0 |
| | (5) | .8 | 2.3 | 1.1 | 1.3 | - | - | 1.6 | - | - |
| ABOVE AVERAGE | | 24 | 10 | 19 | 19 | 5 | 10 | 10 | 10 | 2 |
| | (4) | 20.0 | 23.3 | 20.7 | 24.4 | 21.7 | 15.4 | 16.4 | 19.6 | 12.5 |
| AVERAGE | | 59 | 18 | 42 | 38 | 11 | 31 | 29 | 27 | 6 |
| | (3) | 49.2 | 41.9 | 45.7 | 48.7 | 47.8 | 47.7 | 47.5 | 52.9 | 37.5 |
| FAIR | | 20 | 9 | 19 | 11 | 3 | 11 | 12 | 10 | 4 |
| | (2) | 16.7 | 20.9 | 20.7 | 14.1 | 13.0 | 16.9 | 19.7 | 19.6 | 25.0 |
| BELOW AVERAGE | | 16 | 5 | 11 | 9 | 4 | 13 | 9 | 4 | 4 |
| | (1) | 13.3 | 11.6 | 12.0 | 11.5 | 17.4 | 20.0 | 14.8 | 7.8 | 25.0 |
| FAIR/BELOW AVERAGE (NET) | | 36 | 14 | 30 | 20 | 7 | 24 | 21 | 14 | 8 |
| | | 30.0 | 32.6 | 32.6 | 25.6 | 30.4 | 36.9 | 34.4 | 27.5 | 50.0 |
| MEAN BASE | | 120 | 43 | 92 | 78 | 23 | 65 | 61 | 51 | 16 |
| MEAN | | 2.78 | 2.84 | 2.78 | 2.90 | 2.74 | 2.58 | 2.70 | 2.84 | 2.38 |
| STD DEV | | .95 | 1.00 | .95 | .95 | 1.01 | .98 | .97 | .83 | 1.02 |
| STD ERR | | .086 | .152 | .099 | .107 | .211 | .122 | .124 | .117 | .256 |
| SIGMA | | 120.0 | 43.0 | 92.0 | 78.0 | 23.0 | 65.0 | 61.0 | 51.0 | 16.0 |
| | | 100.0 | 100.0 | 100.2 | 100.0 | 99.9 | 100.0 | 100.0 | 99.9 | 100.0 |

1992 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 41

Q14. EVALUATING THE AHMA GOVERNMENT RELATIONS INFORMATION RECEIVED

| | | PRODUCT LINES REPRESENTED | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | | TOTAL | BUILDING/ MATERIALS | HARDWARE | HAND & POWER TOOLS | AUTO/ TOYS & SPORT | LAWN & GARDEN | PLUMBING & ELECTRICAL | PAINT & SUNDRIES | HOUSEWARES |
| TOTAL | | 128 | 46 | 99 | 83 | 24 | 68 | 64 | 54 | 18 |
| NO RESPONSE | | 4 | 3 | 4 | 2 | 1 | 1 | 2 | 3 | 1 |
| TOTAL ANSWERING | | 124 | 43 | 95 | 81 | 23 | 67 | 62 | 51 | 17 |
| EXCELLENT/ABOVE AVERAGE (NET) | | 100 | 36 | 76 | 64 | 18 | 53 | 44 | 41 | 15 |
| | | 80.6 | 83.7 | 80.0 | 79.0 | 78.3 | 79.1 | 71.0 | 80.4 | 88.2 |
| EXCELLENT | | 38 | 16 | 30 | 21 | 3 | 18 | 16 | 14 | 4 |
| | (5) | 30.6 | 37.2 | 31.6 | 25.9 | 13.0 | 26.9 | 25.8 | 27.5 | 23.5 |
| ABOVE AVERAGE | | 62 | 20 | 46 | 43 | 15 | 35 | 28 | 27 | 11 |
| | (4) | 50.0 | 46.5 | 48.4 | 53.1 | 65.2 | 52.2 | 45.2 | 52.9 | 64.7 |
| AVERAGE | | 19 | 4 | 15 | 14 | 5 | 11 | 13 | 9 | 1 |
| | (3) | 15.3 | 9.3 | 15.8 | 17.3 | 21.7 | 16.4 | 21.0 | 17.6 | 5.9 |
| FAIR | | 5 | 3 | 4 | 3 | 0 | 3 | 5 | 1 | 1 |
| | (2) | 4.0 | 7.0 | 4.2 | 3.7 | - | 4.5 | 8.1 | 2.0 | 5.9 |
| FAIR/BELOW AVERAGE (NET) | | 5 | 3 | 4 | 3 | 0 | 3 | 5 | 1 | 1 |
| | | 4.0 | 7.0 | 4.2 | 3.7 | - | 4.5 | 8.1 | 2.0 | 5.9 |
| MEAN BASE | | 124 | 43 | 95 | 81 | 23 | 67 | 62 | 51 | 17 |
| MEAN | | 4.07 | 4.14 | 4.07 | 4.01 | 3.91 | 4.01 | 3.89 | 4.06 | 4.06 |
| STD DEV | | .79 | .86 | .80 | .77 | .60 | .79 | .89 | .73 | .75 |
| STD ERR | | .071 | .131 | .082 | .085 | .124 | .096 | .113 | .103 | .181 |
| SIGMA | | 124.0 | 43.0 | 95.0 | 81.0 | 23.0 | 67.0 | 62.0 | 51.0 | 17.0 |
| | | 99.9 | 100.0 | 100.0 | 100.0 | 99.9 | 100.0 | 100.1 | 100.0 | 100.0 |

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